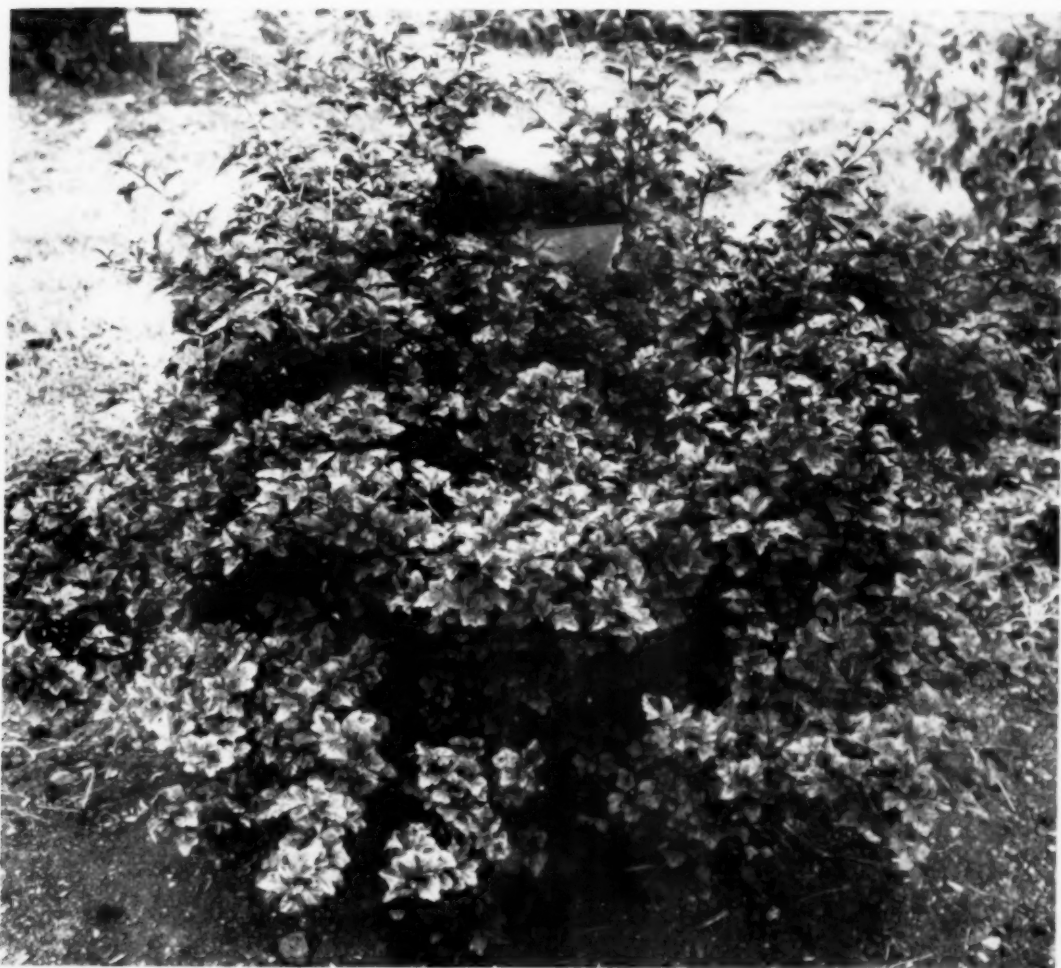


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# AMERICAN NURSERYMAN

*The Nurseryman's Forte: To Make America More Beautiful and Fruitful*

JULY 1, 1952



Ribes Alpinum

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**HERBST BROTHERS**

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*Superior Quality and  
Service for 77 Years*

# AMERICAN NURSERYMAN

[Registered U. S. Patent Office]

*The Nurseryman's Forte: To Make America More Beautiful and Fruitful*

VOL. XCVI No. 1

JULY 1, 1952

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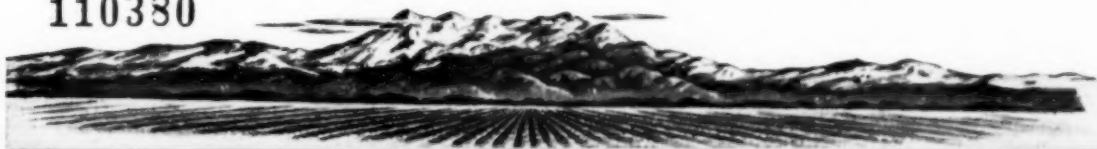
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## AMERICAN NURSERYMAN

F. R. KILNER, *Editor and Publisher*  
Kenneth A. Brent, *Managing Editor*

### Editorial

#### PACKING CHARGES

In recent years packing charges have lost the importance of other days when the current modes of transportation required much shingle tow and box lumber. Hauling by truck and the employment of substitute and lighter or used containers have either much reduced the amount of charges or eliminated them.

Hence one would expect that complaints about packing charges would have disappeared, and probably they have done so in respect to those large wholesale shippers which are as anxious to reduce the charges as are their customers.

Complaints rather are directed to occasional or small-volume shippers which use old cartons, cut-down crates and the like, while billing for them "packing charges" decidedly more than the obvious cost.

When a shipper uses an old orange box for some stock requiring no special packing and then bills \$1.50 or \$2 in packing charges to a trade buyer who already has sent his check with the order, he scarcely deceives anybody but himself. Apparently he is not satisfied with the price he asks for his stock and tries thus to obtain a little more for it. He would do better to raise his prices a trifle, forget the packing charges and avoid leaving that bad taste with his (probably one-time) customers.

#### THE FORCE OF REPETITION

In these days of billboards, radio and television, no one should be unaware of the acceptance of repetition as a prime force in advertising. Space and time are purchased by the thousands of dollars—even millions by cigarette, soap and other big manufacturers—to repeat the name of a product or a few words about its use or merits.

Small firms with limited budgets are finding it profitable to devote some of their advertising funds for the same purpose. Lately, mail-order nurserymen, faced with the high costs of catalogs and other sales literature, have begun to use, not a single follow-up, but several flyers during the year. Even though the shipping season is short, as al-

ways, the selling period can be extended. Indeed, orders can be booked any time during the year.

The retail nurseryman, whose sales area is more circumscribed, has greater reason to stimulate the interest of garden-minded buyers oftener than once or twice a year. The more alert recognize that fact, but are deterred from acting on it partly because of the expense, but more, it is to be feared, by sheer inertia.

As time passes, retail advertising is made easier and, in some respects, cheaper. On this page there have been mentioned dealers' helps provided by some wholesalers and supply firms. Special notice should be given of the 4-color sales reminders suitable for envelope stuffers now provided to members of the American Association of Nurserymen at low cost. Ten subjects are available, and a minimum of 500 units of each to an order would give 5,000 stuffers.

Every letter, invoice or other piece of mail should carry one of these from the nurseryman's office. This is a minimum of repetition, but the retailer who jogs the attention of his sales prospects even this much will be doing better than average. Use of such material already made available should stimulate the creation of direct and individual sales pieces by retail nurserymen in order to expand the movement of stock in proportion to its increasing production.

#### BLURBS BACK AGAIN!

Rarely is garden soil, even on an expensive landscape planting job, enriched and prepared to the degree that the nurseryman feeds and tills his land. Not often does the most rabid garden enthusiast apply the humus and fertilizer below the surface or turn over the soil to the depth that will afford feeding roots ample travel. So it is no secret that the average garden is undernourished. The wonder is, not that many gardens are so poor in growth and bloom, but that they flourish as well as they do.

But when newspaper advertisements and radio announcers promise marvels of flowering and plant growth in the garden by the application of a few pounds of a new soil conditioner—remarkable, in truth, as it may be—and by the sprinkling of liquid fertilizer made by dissolv-

ing a few pounds of another chemical, they may do the public a disservice and lead to disappointment by belittling the necessity for skill and care. The gardener has still to learn that the soil conditioner must be applied in certain ways and under certain conditions and that the liquid plant food must be applied at regular intervals and with some care as to strength.

Despite the radio assertion, quoted, of a florist that he could never grow plants such as a patented formula produced (why he didn't do so by using it is not told), the skill of an experienced and practiced gardener is still an essential to obtaining the best results.

On that account, nurserymen and those in allied horticultural industries should seek to provide the gardening public with the best in information, equipment, supplies and plant materials.

But exaggeration and ridiculous claims made for new and useful chemicals will react to the disillusionment of the gardening public and to the disadvantage of nurserymen seeking to promote its year-by-year progress. Overenthusiastic and misleading plant descriptions have largely been ridiculed out of advertising. The super adjectives are reappearing, however, in the blurbs of the new chemical adjuncts of the garden.

Nurserymen must take a straightforward position with regard to these products and should recommend only those which, after analysis and judgment, seem to merit professional endorsement for use by the gardener.

#### PICK ILLINOIS DELEGATES

Victor E. de St. Aubin, Sr., Addison, and Elmer G. Spencer, Springfield, were appointed delegates for two years from Illinois to the American Association of Nurserymen. The selections were made at a joint meeting of the board of directors of the Illinois chapter of the American Association of Nurserymen and the board of directors of the Illinois State Nurserymen's Association, held June 3. John C. Fiore, Prairie View, is the third A. A. N. delegate from Illinois, being held over from his appointment last year. Illinois alternates will be Henry Lohse, Dixon; Roy F. Clavey, Deerfield, and Miles W. Bryant, Princeton.

### The Mirror of the Trade

# Ibsen Named to Head Alabama Group

By George Sawada

Preben Ibsen, Ibsen Seed Co., Mobile, was elected president of the Alabama Nurserymen's Association at the annual convention of the organization, held May 31 to June 3, at the Russell Erskine hotel, Huntsville. C. J. Hayden, Athens, was elected vice-president, and Tom Dodd, Jr., Tom Dodd Nurseries, Semmes, was elected secretary-treasurer. John Fraser III, Huntsville Wholesale Nurseries, Huntsville, was elected to the board of trustees. In addition to the elections, the business session, held the morning of June 3, featured reports of the various standing and special committees.

## The Speakers

The speaking program was officially opened Monday, June 2, by call to order of President Marvin Barton, who expressed his gratification at the splendid attendance. Following the invocation and a welcome to Huntsville by Mayor A. W. McAllister, the nurserymen turned their attention to a discussion of irrigation and its application to the nursery. After the irrigation discussion, the convention was privileged to hear Hagood Patterson, former commissioner of agriculture for the state of Alabama, who discussed some of the recent developments in the interpretation of various laws with respect to horticulture. Dr. Tokuji Furuta, associate professor of horticulture at Auburn University, then spoke on "Research on Ornamentals—Present and Future." The morning session was brought to a close with a few inspiring words from H. B. Chase.

"Alabama's Ground-water Supply" was the subject of Phillip E.

LaMoreaux, district geologist, United States Department of Interior, geological survey, Tuscaloosa, Ala. Mr. LaMoreaux told of the history of the use of water. He further discussed the two types of water, surface and ground water, that are available for irrigation purposes. Of the ground water there are also two different types—namely, that which is under artesian condition and that which is not. In Alabama, both types are available. The geologic survey is made to determine amounts and types of ground water that are available. Mr. LaMoreaux was optimistic as to the future outlook for the use of ground water for irrigation purposes in the state of Alabama.

M. Wilson Loupo, assistant agricultural engineer at the Alabama experiment station, in his talk, "Plant Soil and Plant Relationship," stated that in designing any irrigation system the three things to consider are the plants, the soil and the water. Water is likened to fertilizer in that for the best results it must be applied in sufficient quantities at the right time. For most soils and for most crops, one acre pound one foot deep would be required for each acre of irrigated land. However, this is only a general rule, stated Mr. Loupo, because the difference between field capacity and the wilting point of various soils is great, and, also, the amount and time of rainfall would vary greatly in different sections of the country. The rate of application of the water to any area would be determined by the infiltration rate of the particular soil and the kind and the water requirements of the crop.

"Irrigation for the nursery costs

money, but I am thoroughly convinced that it pays off," stated John Wight, Wight Nurseries, Cairo, Ga., president of the American Association of Nurserymen, in his talk, "Irrigation, Pro and Con for the Nurseryman." Mr. Wight emphasized the fact that for anyone anticipating the purchase of an irrigation system it is important to get one that is designed for one's particular property. A system that is suitable in one location may not work at all in another—the soil, the topography, water source and supply, the power supply and the crops grown make it necessary for each system to meet different requirements.

## Research

Dr. Furuta, returning to the rostrum, discussed the various phases of research that are being carried on at his school and reviewed the results of some nutritional studies that were made on azaleas and camellias. The ornamental horticultural field station located at Mobile was discussed, and the proposed research which will be carried out by Dr. Raymond Self, pathologist in charge, was outlined. Dr. Furuta also brought the membership up to date on the conditions and the proposed improvements at the arboretum at Auburn.

Hagood Patterson told the convention of the continued efforts of the department of agriculture and industries to maintain horticultural and floricultural endeavors as purely agricultural. He cited particular instances when a favorable ruling was made for horticultural products in matters of transportation, tariffs and sales tax on certain nursery supplies.

"Uncle Henry" Chase, dean of the Alabama nursery industry, in his talk, "Looking Back over 63 Years in the Nursery Business," expressed his personal gratification at seeing that so many of the younger men are leaders in the nursery industry. "With the industry under such capable leadership, the nursery business is a business that is here to stay and become one of the leaders of the United States," stated Mr. Chase.

The June 2 afternoon session of the convention was held in the fields of the Chase Nursery Co., where demonstrations of the Buffalo turbine, the Tygart 6-row duster and the Soil Surgeon, an all-purpose tillage tool, were held.

The Alabama chapter of the Amer-



Marvin H. Barton, second from right, retiring president of the Alabama Nurserymen's Association, stands with newly elected officials of the organization. Left to right, C. J. Hayden, vice-president; Preben Ibsen, president; Tom Dodd, Jr., secretary-treasurer; Mr. Barton, and John Fraser III, member of board of trustees.

ican Association of Nurserymen (chapter 22) held its annual breakfast during the meeting, at which time the delegates to the national convention and the officers for the coming year were elected. Charles Clemons, state landscape architect and chairman of the "Plant America" project, discussed the proposed program for "Plant Alabama." He proposed that Alexander City be used as a model and that planting be done around the public buildings, schools, churches and homes and along the streets. He also proposed that the detailed plans and planning, the end results and the effects of the planting be presented in booklet form and be distributed to all state garden clubs, city planning boards and others.

The officers for the coming year for the chapter are president, George Sawada; vice-president, Mrs. Joseph Pfingstl, and secretary-treasurer, Tom Dodd, Jr. The delegates to the A. A. N. convention at Detroit will be Marvin Barton, Marcus Byers and George Sawada.

#### Entertainment

To say that the entertainment was superb would be putting it mildly; the efficient arrangements committee left no stone unturned in seeing that the members and guests were well-taken care of. The convention was opened with a bang with a delightful buffet and get-together party on Saturday night, May 31, and all day Sunday was devoted to visiting the numerous nurseries in the northern Alabama area. The North Alabama Nurserymen's Association was host Sunday night at a fish fry at Athens, with the famous Tennessee river catfish as the piece de resistance. The annual banquet was held the following night.

At the close of the convention, the nurserymen in attendance agreed that it was a successful undertaking—a meeting where everyone benefited and everyone enjoyed himself to the utmost. The programs were well-planned, and speakers well-versed and effective; the business was efficiently transacted, and the entertainment superb. The nurserymen departed for their homes looking forward to next year's convention at Birmingham.

LANDSCAPE architect Morton R. Miller has bought a 2-acre farm at Hewlett, L. I., N. Y., and will develop the property as a nursery and garden center.

NEW offices at the John Harvey Nurseries, Oak Park, Ill., were recently completed.

## Late Convention News

### N. L. N. A. PROGRAM PLANS

A highlight of the 1952 convention of the National Landscape Nurserymen's Association, with headquarters at the Hotel Statler, Detroit, will be a landscape tour to take place Sunday, July 13. The tour, arranged by the N. L. N. A.'s local committee, will begin at 1:30 p. m. and last until approximately 6 p. m. It will cover points of interest for landscape nurserymen in the Detroit area and in the area of Birmingham, Mich. The highlight of the tour will be a visit to the beautiful Cranbrook school, with its modern buildings in the best landscape setting to be seen in the district.

The indoor meeting of the association will get under way Tuesday, July 15, at 9:30 a. m., with an address by President Louis E. Hillenmeyer, Jr., Hillenmeyer Nurseries, Lexington, Ky. Mr. Hillenmeyer's brief address will be followed by the report of Lloyd G. Platt, Davenport, Ia., secretary-treasurer of the organization.

At 10 a. m., D. Newton Glick, department of landscape architecture and urban planning, Michigan State College, East Lansing, will present an illustrated address, entitled "Contemporary Design for Residential Properties." This address will be followed by a symposium, in which "The Little Six" will gather to discuss landscape problems. John J. B. Light, Light's Tree Co., Richland, Mich., will be chairman of this symposium.

At 11:30 a. m., committee reports will be presented. The first will be that of the education committee, by Homer K. Dodge, Framingham, Mass. Harold E. Hunziker, Niles, Mich., will follow with a report for the constitution and bylaws committee. The final report will be that of the nominations committee, which will be presented by George Siebenthaler, Dayton, O.

The afternoon session will open with a talk on "Another Look at the 1-Story House," by Dr. Donald Wyman, horticulturist, Arnold Arboretum, Harvard University, Jamaica Plain, Mass. This address will be illustrated and will be presented in recognition of the increasing prominence of the 1-story dwelling in the landscape nurserymen's operational picture. Following Dr. Wyman's address, a discussion hour will take place under the general title, "The Members Question the Experts."

The session will conclude with an election of officers for the coming year.

The N. L. N. A. executive committee will hold two meetings during the convention period. The first will occur at 10 a. m. Sunday, July 13, and the second at 2 p. m. Wednesday, July 16.

### MANY GROUPS TO MEET

Detroit will be the mecca for many segments of the nursery industry during the week of July 13 and for a few days preceding that week. In addition to the convention of the American Association of Nurserymen, there will be meetings of a number of other organizations at the Hotel Statler.

The Fruit Tree Growers' Association will lead off with a stock committee meeting July 11, followed by a general meeting July 12. The Ornamental Growers' Association will follow the same pattern, with a stock committee meeting July 11 and a general meeting July 12.

All-America Rose Selections will hold sessions July 12 and 13, while All-America Camellia Selections will meet July 15.

July 14 will find the Baby Ramblers holding a breakfast, and the National Association of Plant Patent Owners will also meet on that day. Nursery Association Secretaries will meet July 15, as will the American Nurserymen's Protective Association.

The Plant Propagators' Society will hold a board meeting July 16, and the Retail Nurserymen's Association of the United States will hold a breakfast and general session the same day.

### NAME LUNCHEON SPEAKER

Walker Cisler, president of the Detroit Edison Co., has been selected as the speaker at the keynote luncheon of the convention of the American Association of Nurserymen. The luncheon will take place at 12:30 p. m. Monday, July 14, in the ballroom of the Hotel Statler.

Mr. Cisler, a well-known executive in the Detroit area, will thus round out an excellent program to be offered during the hour-and-a-half luncheon period. His topic has not as yet been announced.

Following the luncheon, there will be a presentation to the city of Detroit of an All-America rose garden.



# American Association of Nurserymen

## Seventy-seventh Convention, at Hotel Statler, Detroit, Mich.

### COMPLETE PROGRAM SCHEDULE

#### THURSDAY, JULY 10

10:00 A.M. A. A. N. board of directors, Room B.

#### FRIDAY, JULY 11

9:00 A.M. A. A. N. board of directors, Room B.

9:00 A.M. Ornamental Growers' Association stock committee, Room D.

2:00 P.M. Fruit Tree Growers' Association stock committee, Room D.

#### SATURDAY, JULY 12

9:00 A.M. A. A. N. board of directors, Room B.

9:00 A.M. Ornamental Growers' Association, Ivory room.

2:00 P.M. Fruit Tree Growers' Association, Ivory room.

2:00 P.M. All-America Rose Selections, Room F.

#### SUNDAY, JULY 13

9:00 A.M. All-America Rose Selections, Room F.

2:00 P.M. A. A. N. Market development and publicity committee, Ivory room.

4:00 P.M. Ladies' Auxiliary reception, English room.

4:00 P.M. Teen-age "Howdy Do" party, Michigan room.

8:00 P.M. Opening of "Jalopy" room, Grand ballroom.

#### MONDAY, JULY 14

8:00 A.M. Baby Ramblers, breakfast, Ivory room.

8:00 A.M. Caucus of A. A. N. delegates of region 1, Room C.

8:00 A.M. Caucus of A. A. N. delegates of region 3, Room D.

8:00 A.M. Caucus of A. A. N. delegates of region 5, Room E.

9:00 A.M. National Association of Plant Patent Owners, Room F.

9:00 A.M. A. A. N. board of governors, Grand ballroom.

Call to order, by President John B. Wight.

Report of credentials committee.

Certification and roll call of delegates.

9:30 A.M. President's address, by John B. Wight.

9:50 A.M. Report of executive secretary, by Richard P. White.

10:20 A.M. Report of market development and publicity committee, by H. C. Taylor, chairman.

11:00 A.M. Treasurer's report and presentation of 1952-53 budget, by J. D. Siebenthaler.

11:20 A.M. Nominations for members of the board, regions 1, 3, 5 and at large.

Nominations for officers for 1952-53.

12:30 P.M. Keynote luncheon, Grand ballroom.

Address by Walker Cislser, president, Detroit Edison Co., Detroit, Mich.

Presentation of Norman Jay Colman award.

Presentation of Baby Rambler award.

Girl Scouts' "Plant America" program.

2:00 P.M. Presentation to the city of Detroit of the All-America rose garden, War Memorial building, Civic Center.

2:30 P.M. Bob-Lo river excursion leaves docks, Return 7 p. m.

8:00 P.M. Dancing and entertainment, "Jalopy" room.

#### TUESDAY, JULY 15

8:00 A.M. American Nurserymen's Protective Association, breakfast, English room.

8:00 A.M. Nursery Association Secretaries, breakfast and meeting, Room E.

#### TUESDAY, JULY 15—Cont.

9:30 A.M. American Nurserymen's Protective Association meeting, Judge Woodward room.

9:30 A.M. All-America Camellia Selections, Room D.

9:30 A.M. Sales management problems seminar, Willard M. Bond, moderator, Michigan room.

11:30 A.M. Ladies' Auxiliary luncheon; buses leave for War Memorial building.

2:00 P.M. Production management problems seminar, Richard R. Bloss, Jr., moderator, Michigan room.

8:00 P.M. Dancing and entertainment, "Jalopy" room.

#### WEDNESDAY, JULY 16

8:00 A.M. National Mail Order Nurserymen's Association, breakfast and meeting, Ivory room.

8:00 A.M. Retail Nurserymen's Association of the United States, breakfast and meeting, Room D.

9:00 A.M. A. A. N. board of governors, Grand ballroom.

9:20 A.M. Report of the board of directors, by P. J. Cascio, vice-president.

9:40 A.M. Report of group insurance committee, by R. N. Ruedlinger, chairman.

10:00 A.M. Report of special committee on fair trade practices, by Tom Kyle, chairman, Discussion.

10:40 A.M. Report of transportation committee, by C. H. Baldwin, chairman, Discussion.

11:10 A.M. The 1950 horticultural census, by M. Truman Fossum, bureau of agricultural economics, United States Department of Agriculture.

2:00 P.M. Plant Propagators' Society, board meeting, Room E.

2:30 P.M. Presentation to city of Detroit of model fruit garden, Rouge park.

6:30 P.M. Past presidents' reception, Ivory room.

7:30 P.M. Past presidents' banquet, Grand ballroom.

#### THURSDAY, JULY 17

9:30 A.M. A. A. N. board of governors, Michigan room.

9:45 A.M. Legislative summary of the 82nd Congress, by Ken Law, chairman, legislative committee.

10:15 A.M. Discussion, by board of governors.

Proxy voting by chapters.

Modification of meeting schedule.

Reconsideration of policy statements—quarantine.

Uniformity of size of wholesale catalogs.

A. A. N. annual report format.

11:15 A.M. Report of necrology committee, by F. R. Kilner, chairman.

11:30 A.M. Election of officers.

12:30 P.M. Luncheon, Grand ballroom. Address, "Selling Your Services and Yourself," by Briant Sando, president, Sando Co., Orange, Calif.

Installation of officers for 1952-53.

2:00 P.M. A. A. N. board of governors.

Tentative selection of convention city for 1954.

Invitations for convention, 1955 and 1956.

Other unfinished business.

New business.

## National Landscape Nurserymen's Association

#### SUNDAY, JULY 13

1:30 P.M. Landscape tour.

#### TUESDAY, JULY 15

9:30 A.M. President's address, by Louis E. Hillenmeyer, Jr. Ivory room.

9:45 A.M. Secretary-treasurer's report.

10:00 A.M. Illustrated address, "Contemporary Design for Residential Properties," by D. Newton Glick, department of landscape architecture and urban planning, Michigan State College.

10:45 A.M. Symposium: "The Little Six" gather to discuss landscape problems, with John J. B. Light, Light's Tree Co., Richland, Mich., chairman.

#### TUESDAY, JULY 15—Cont.

11:30 A.M. Reports of association committees. Education, by Homer K. Dodge, Framingham, Mass.

Constitution and bylaws, by Harold E. Hunziker, Niles, Mich.

Nomination, by George Siebenthaler, Dayton, O.

1:45 P.M. Illustrated address, "Another Look at the 1-Story House," by Dr. Donald Wyman, horticulturist, Arnold Arboretum, Harvard University.

2:45 P.M. Discussion hour: "The Members Question the Experts."

3:45 P.M. Election of officers.



# Retailers Report on Spring Business

A generally favorable spring season is reported by retail and landscape nurserymen, whose experiences seem to parallel those of the wholesalers. The retailers echo a great many of the wholesalers' unfavorable comments, and in the reports below you will find many references to inclement weather, labor problems and the like. Stock shortages are apparent in several quarters.

Retailers, like wholesalers, are optimistic over the prospects for future business, and there seems to be no reason why they should not be. Increasing plant consciousness on the part of the public, persistent high levels of income and a continuance of the large-scale home-building program are factors which, among others, augur well for the future of the nursery industry.

## Good Business in Massachusetts

"Business has been good this spring, and the booking of orders ran considerably ahead of last year," reports Homer K. Dodge, the Landscape Service Co., Framingham, Mass. "Because of a combination of poor labor supply and a great deal of rain, it is doubtful whether actual billings will run much ahead of last year. We have been from two to four weeks behind in our landscape deliveries, which is farther behind than we usually are, and I have gathered from others that they are in much the same condition.

"I believe all the established firms in this area have had all the landscape business they can handle, and I believe most of them have had all the cash-and-carry and straight nursery business they can handle. The failure of most of us engaged in the landscape business properly to service customers' needs has resulted in a great many newcomers' and garden-type operators' doing a considerable volume of landscape business.

"It is hoped that the wet weather will allow us to have an extra-long season, which will make for a greater total for the entire spring. There seems to be no question that the business is there if the weather permits us to do it. Inquiries continue to come in; so business should continue good until fall at least."

## Sales Slightly Ahead

Because of the weather, it was April before the season got under way for Lewis & Valentine Nurseries, Greenvale, N. Y., according to Hewlett W. Lewis. However, Mr.

Lewis states that sales up to the end of May were slightly ahead of those of 1951.

"The demand was good for all broad-leaved evergreens, hemlock, taxus and flowering trees," reports Mr. Lewis. "Specimen plants selling up to \$100 each sold well, but larger trees moved slowly. The short supply of quality nursery stock, with the consequently firm wholesale prices, has kept retail prices fairly standard in our section.

"The spring garden show of the Long Island Nurserymen's Association, which exhibited examples of plant material and garden designs for suburban homes, drew an estimated 10,000 persons. We hope that annual repetition of this show on an expanded scale will help to educate our prospective customers to look for well-grown legitimately priced nursery stock for their gardens.

"Inexperienced landscape labor has been plentiful, and when a few are put with experienced men the crews work fairly efficiently."

## New Yorker Reports Modest Increase

"Business for this spring season has taken about the same path as that of the past several seasons, with a modest increase in total volume over previous seasons," reports Howard C. Taylor, Rosedale Nurseries, Eastview, N. Y. "Demand was seemingly unlimited during March and April—limited only by the amount of stock that could be handled. This situation prevailed despite rainy week-ends.

"Larger sizes of stock are practically nonexistent and much sought after. Growth advanced more rapidly than usual. Most flowering material was from two to three weeks ahead of its normal blooming period in this area.

"Increasing numbers of persons who have never planted before are now planting, and there is every evidence of the importance of 'Plant America' publicity. I believe the customer base for nurseries is broadening in a healthy way."

## Wet Spring in Pennsylvania

C. M. Boardman, Farr Nursery Co., Weiser Park, Pa., reports that his firm has been "deviled by the wettest spring in many years in this part of Pennsylvania. It rained on 19 days in April and an average of three days each week in May. In spite of the weather, business has been good, with

some increase in volume in all departments—mail-order, landscape and salesyard. Cost of operation has increased again, but labor is somewhat more plentiful. As of June 1 we had a large number of orders for landscape planting jobs on hand and expect to carry on this kind of work into July.

"Shortages are noticeable in many items, especially all types of shade trees over 3-inch caliper. There is an unusual demand for 5 and 6-inch caliper stock.

"The large number of homes in the \$9,000 to \$12,000 class has influenced salesyard demands. We believe this will continue for some time. The larger home building has slowed somewhat, but still continues in a normal way."

## Season Not Ideal

Wilbur I. Nisley, Walter-Nisley & Walter, Inc., Harrisburg, Pa., reports that the spring season just past was not ideal in his locality for retail nursery sales and landscape planting. "The weather stayed cold until late May, and the rainfall was much over normal," writes Mr. Nisley. "A common remark among local nurserymen and landscape contractors was 'Plenty of orders, but can't seem to get them completed.'

"The labor situation, although short due to defense industries nearby, was eased by using part-time help. About half of our working force this spring was composed of part-time workers—one, two and in some cases three days per week.

"There was a heavy demand for large shade trees, flowering trees and broad-leaved evergreens. We have noted that landscape architects are using hard-to-get items, which makes one hesitate to bid on landscape jobs, or, if bidding, to step up the price.

"Regarding the charges for plants and services: As the cost of these items rose, we increased our charges gradually to the customer; most of them expected it."

## Busy and Profitable

A busy and profitable spring season is reported by L. B. Prince, Andorra Nurseries, Inc., Conshohocken, Pa. "It would have been more so," reports Mr. Prince, "had it not been for the excessive rainfall which brought young growth out on all our material two or three weeks ahead of schedule. At the same time, the saturated condition of the soil did not

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A Well-placed Nursery, Looking North. Note the Highway at the Far Left and the Trees Used as Windbreaks at the Right.

### Pointers on Propagation

## • Choosing the Site

By James S. Wells

The choice of a site for the nursery and the location of the propagating department within a nursery are two of the most important matters which confront the would-be grower, for upon the wisdom of his choice may well rest the difference between failure and success.

### Aspect Most Important

Whether you are choosing a site for a nursery or a propagation section of an established nursery, the points to watch are the same, and first in importance I would place aspect. Aspect means the lay of the land in relation to adjacent land areas, prevailing wind, points of the compass, and also in relation to trees, buildings and other factors which may affect the climate on the land in any way. All these can be of vital importance as many a grower has found out to his cost. The ideal aspect would be an almost level area, having not more than a 1 per cent slope to the south. It should be protected from the north by a good belt of trees and from any other point from which strong cold winds could be expected. It should be reasonably high, with perhaps slightly higher land above to the north, but with lower areas beyond to the south. Such would be an ideal aspect, but, of course, there are few of us who can pick and choose to this extent. Then, again, many a fine nursery and propagating house are situated on a north or west slope, and a nursery I remember seeing near Pittsburgh was perched on what seemed to me to be the side of a mountain. Yet excellent plants were produced there.

But if you have a choice, it is pleasant and wise to exercise it, and to know just what you are looking for and why. Let us briefly dissect this question of aspect.

The lay of the land in relation to surrounding land areas is important for two reasons, land drainage and air drainage. Land drainage surely explains itself. If you have high areas up above your fields, it follows that rain must drain down to you, and you should make quite sure that land drainage is adequate. Consult your local soil conservation service and ask advice on this, because the service will have the whole area plotted and will probably be able to tell you just how much seepage of water you can expect and how much runoff may follow a flash flood. Both points are vital to the well-being of your land and your plants. There is hardly a piece of land anywhere which cannot be drained and made usable, given sufficient money, but drainage of waterlogged land and protection of your land from flash floods coming from a large water shed above can be an extremely costly business. So check with your local agricultural agent and use the soil conservation service in your area to give you the answer to these points. Check rainfall and runoff, and, above all, check ditches, waterways and outfalls, not only on your land, but on your neighbor's land both above and below you, and do it thoroughly. It may well appear at first sight that land drainage has been well taken care of by ditches and natural valleys in which flash floods are carried. But it is unwise to assume that this is so. Even natural drainage can become clogged and virtually useless, requiring much expensive work with draglines and heavy drainage equipment to insure efficient operation. This is vitally important at points below your land, because the farther down the natural drainage area you go, the larger the amount of water which has to be dealt with and the more efficient the

drainage system is required to be.

Allied with land drainage is the question of air drainage. We all know that hot air rises and cold air drops to take its place. This rise and fall of air and the flow of cold air to the lowest point are what produces those frost pockets which in many instances are extremely difficult to cure. Some frost pockets are created by thoughtless planting of thick hedges and windbreaks across the natural path of air drainage. A thick hedge, a brick wall or, in fact, any obstruction to the even flow of the cold air along the surface of the ground will result in a frost pocket. Many an orchard has been changed from complete failure to regular production simply by cutting a good wide hole in the boundary hedge at the lowest point of the land. This allowed the cold air to drain out as it fell to ground level and pass on before settling down to freeze. So avoid a piece of land which is at the bottom of a valley, no matter how well protected it may seem, and, in fact, avoid any piece of land which is completely surrounded by high land, high trees, high buildings, or anything which might stop the flow of cold air to lower areas.

### Protection from Winds

With the same point in mind, some protection from prevailing winds is desirable, likewise protection from those points from which occasional stinging cold winter rains and wind may come. A good belt of trees is an ideal windbreak, and it is good business to plant one, to break the prevailing winds, if natural protection is not available. Many of the pines, such as *Pinus sylvestris* and *Pinus strobus*, and the common Christmas tree, *Picea abies*, are ex-

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# Texas Short Course

By George M. Fisher

Jim Fitzpatrick, Sherman, president of the Texas Association of Nurserymen, termed the 1952 short course for Texas nurserymen the most successful ever conducted, an appraisal concurred in by all nurserymen present. There was a full 3-day round of lectures and demonstrations, May 26, 27 and 28, at Texas A. and M. College, College Station, Tex. Though held somewhat early in the season, it was well-attended by members of the Texas association. Women were present in numbers well above their representation of previous years.

The course this year was concentrated on three sections of study and lectures: Nursery operating costs and nursery stock prices; soil management, fertilizers and insecticides, and landscaping techniques and problems with the related subject of plant materials for the Texas region.

The course was opened by this year's chairman, Prof. A. F. DeWerth, head of the department of floriculture and landscape architecture at Texas A. and M. He expressed appreciation to the members and executive committee of the Texas association for their cooperation and efforts in assisting the college staff to stage these courses every year for the benefit all nurserymen and landscape men in the state.

Professor DeWerth again took the floor to present two lectures on the related subjects of nursery costs, the pricing of nursery stock and cost studies in various landscaping operations. He presented some illuminating figures on time studies conducted by his department and passed out material which is still in the preliminary stages but will be released in final form at a later date. This concluded the first morning's session.

The chairman of the afternoon session on the first day was James Lauden, of Tyler, vice-president of the Texas association. The first speaker he presented on his panel was Dr. J. B. Page, of the department of agronomy, a recognized soil expert. Dr. Page cautioned that nursery crops tend generally to exhaust soils more than other agricultural crops and that, since the day of wearing out a field and moving on to a new one is a thing of the past, soils must be properly managed and rebuilt by rotation of crops and fertilizers. The physical condition, or tilth, of soil is of prime importance in producing top grades

of plants that will transplant well. He discussed briefly the merits of Krilium and other soil conditioners coming on the market, describing their presently known limitations.

M. K. Thornton, also of the agronomy department, discussed the soil-testing procedures of the college and how this service benefits the nurserymen of Texas. He stressed that, contrary to common belief, the amount of nitrates in the soil is not the most important factor in test reports; rather, the amount of organic matter is of the greatest value followed by the pH factor and the presence of calcium, salts and other materials. He classified crop soils in the three main

categories of forage, fruit and tuber types. Nitrogen is the key element to good production in forage-type soils, potash in fruit crop soils and potassium elements in tuber soils. He went to some length to explain the effects of the different salts found in Texas regional soil types.

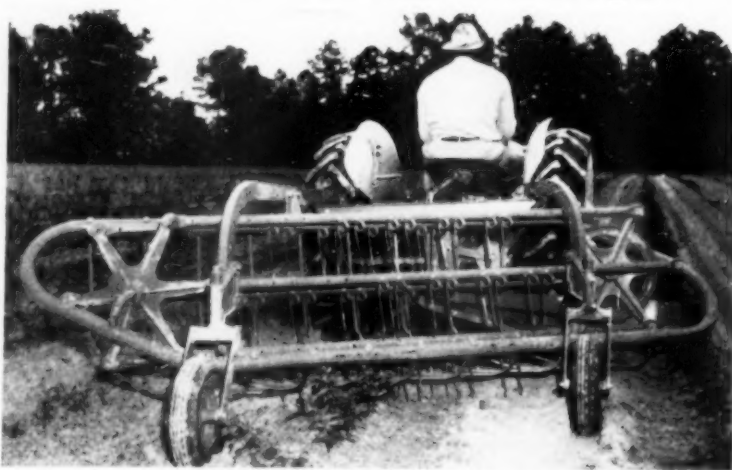
Professor DeWerth was again called upon to take the floor to lead a discussion on "What Fertilizers Should We Use for Nursery Crops?" The speaker said that in the final analysis the fertilizer should be selected on the basis of its satisfactory results with the crop in question and its ability to assist the crop in producing adequate financial returns.

He recommended the use of liquid fertilizers whenever possible, for the following reasons:

1. The original cost of these materials is less than the cost of low-grade

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## Texans Use Side Rake for Weeding Roses



Side Rake in Operation in the Field.

A side rake that hoes out weeds from the rootstock of rosebushes is being successfully used as a labor-saving device in the Texas rose industry. The rake was first exhibited in the autumn of 1951 at the East Texas fair by a Tyler dealer in Ferguson tractors and equipment. Arp Nursery Co., Tyler, was among the first users of the newly developed machine, and Clark Kidd, of the Arp firm, estimates that the rake can weed out about seven acres or 100,000 rooted rose cuttings in a day. The rake accomplishes a shallow cultivation beneficial to the multiflora's spreading root system and reduces costly plowing, he added.

Spring weeding usually involves crews of 30 laborers with 3-pronged forks working long days in delicately

handling the weed elimination problem. It costs about \$10 an acre to hand-fork weeds out of the rose understock, and the machine is far more economical, a fact the Texas rose growers were not long in discovering. With the hand-fork method, the plants are often split by the sharp prongs; the rake's mechanical prongs slip off the tough plants without damage.

Whether or not the rake can be used to weed the rosebush after budding remains to be tested, since the force of the prongs might strip the bud from the rootstock, growers say. But if used only to weed the rootstock, the rake, based on the experiences reported here, seems to offer the rose industry an effective labor-saving device, reducing weeding costs.

# Speakers' Program at Florida Meeting

By Joan Kilner Mills

By the time half of the 31st convention of Florida florists and nurserymen, held May 25 to 27, at Miami, was over, the nurserymen had voted to sever connections with the parent Florida State Florists' Association and had formed a new organization, the Florida State Nurserymen's and Growers' Association, with David Stabler, president, and R. E. (Ed) Brown, vice-president. Full report of this part of the convention was published in the preceding issue.

The new group continued with the previously planned speakers' and entertainment program, convening Monday afternoon, May 26, in the Hotel Alcazar to hear four speakers. First, however, the nurserymen elected C. Leslie Whipp, Callahan, long-time secretary of the former nursery group and first president of the Florida State Florists' Association, to be the first honorary member of the new nurserymen's and growers' association.

A few words were said by Paul Frierson, new chief state nursery inspector, succeeding J. C. Goodwin, who recently retired after 27 years of service.

## Antitranspirant for Transplanting

"The Uses of Goodrite Latex VL-600 in Southern Nursery Operations" were discussed by Paul M. Ritty, B. F. Goodrich Co., agricultural chemicals research. This material, sold under several brand names, is a milky-white liquid plastic to apply to foliage of nursery stock—cuttings, seedlings, lining-out material and specimen-size plants—to prevent loss of moisture from the plant during transplanting. Cuttings are dipped in and growing plants sprayed with one application of the antitranspirant at the rate of one part of Goodrite Latex VL-600 to four parts water, which dries in about 20 minutes to a clear coating noninjurious to plants. No injury occurred when higher concentrations were used, but these would be too costly. Lower dilutions have been used successfully on some plants. Any agricultural sprayer but a gear pump may be used to spray on the material. Goodrite Latex VL-600 deteriorates after 90 days because of coagulation; so the manufacturers guarantee it only for that period.

Tests by Mr. Ritty in Florida showed greater and more rapid root-

ing of cuttings of many plant varieties when treated with this antitranspirant, greater survival of treated seedlings, less leaf drop in liners and less wilt and loss of landscape-size plants during transplanting. This material is not now recommended for dipping nor spraying cut foliage for floral work.

## New Soil Fumigant

Dr. E. F. Feichtmeier, Shell Chemical Corp., special products division, made a progress report on the new soil fumigant, CBP (chlorobromopropane). Called Shell CBP Emulsible, this new liquid fumigant forms a gas in the soil to kill weed seeds, fungi and nematodes. Except when the soil is unusually warm or dry or the infestation of nematodes is particularly bad, application should be one gallon CBP Emulsible to 50 gallons of water for 50 square yards of seedbed.

In many instances an ordinary sprinkling can may be used for application. For large-scale application, a simple gravity-flow system can be constructed from a 55-gallon drum fitted with an ordinary faucet and mounted on a truck wagon. A length of garden hose with a common sprinkler head on one end is connected to the faucet. A stick may be attached to the sprinkler head in order to aid in reaching across the beds; it will also increase the distance between the operator and the fumes.

Such devices as the Hozon and the Haze Proportioner are valuable in applying this fumigant. There is gasoline-powered, motor-driven commercial equipment available, also.

Soil to be treated should be in good seedbed condition. Presence of decomposed material in the soil allows a mode of escape for the gas. CBP forms a gas heavier than air; so a water seal will help to carry it deeper into the soil. Using auxiliary water, such as flood irrigation, the fumes can be forced down to a depth of 16 to 18 inches. The higher the pressure used in application, the greater the fuming.

Fumes of CBP Emulsible will cause the eyes to water, but this lachrymation gives a definite warning against toxic concentrations. Mix CBP in the open, preferably in a slight breeze, to avoid fumes. Leather and rubber tend to retain CBP, though rubber does not absorb it so readily. If any of the concentrate gets on skin or clothing, wash it off immediately with hydrocarbon solvent (Stoddard Solvent, kerosene, gasoline, etc.), and then wash with soap and water. If spillage is on hands and no solvent or soapy water is immediately available, grab a handful of moist soil and wipe the affected area.

## Dade County Parks

The Dade county park system was started 23 years ago with an 80-acre [Continued on page 54]

## Dr. Chadwick Becomes Division Head at Ohio State

Dr. L. C. Chadwick, who has been in charge of woody ornamentals in floriculture under Prof. Alex Laurie, succeeds the latter as head of the division of floriculture and ornamental horticulture at Ohio State University July 1. Dr. D. C. Kiplinger will become an associate professor and take over the duties of teaching and greenhouse research.

Dr. Chadwick graduated from the University of Vermont in 1925 and received his Ph.D. from Cornell University, Ithaca, N. Y., in 1931. He joined the faculty of Ohio State University in 1929, where he has remained, winning full professorship on the college faculty, the extension staff and the staff at the agricultural experiment station at Wooster.

Dr. Kennard Nelson, formerly on the staff at the Ohio agricultural experiment station, but located at

Columbus, O., will be part-time extension specialist with greenhouse operators and have the over-all charge of research at Columbus and Wooster. Prof. Victor H. Ries will remain in his present capacity of extension specialist in floriculture, dealing with amateurs.

A new man will be added to the staff to handle the work in woody ornamentals, both in teaching and extension. Jack Strader will retain his instructorship, but will devote part time to research. He is a candidate for a Ph.D. degree. Another such candidate, Patrick Tam, of Hawaii, will become a graduate assistant.

Research work at Wooster will be handled by Jesse Moore, while the superintendency of greenhouses and gardens at Columbus will be in the hands of Benjamin Pace.



# Discuss Landscaping at Oklahoma

By R. W. Clevenger

Landscaping and lawns were the chief topics of discussion at the summer meeting of the Oklahoma State Nurserymen's Association, held June 3 and 4, at the Mayo hotel, Tulsa.

Philip W. Thomas, of the Thomas Nursery, Tulsa, speaking on landscaping, said, "Nurserymen should be thought of as manufacturers, manufacturing living plants which are distributed by nurserymen to bring forth parks, playgrounds and drives throughout the world. These plants are used for ornamental work, for reforestation and for fruit growing."

Mr. Thomas showed colored slides to illustrate what has been done to produce certain effects. These were "before and after" pictures, showing first the problem, then the solution. The use of plants to soften rockwork, to create a beautiful drive or to frame a lake created in an ugly hole in the ground was among the special problems solved. Houses, tall and stark, were shown in a new setting of trees and shrubs. Large projects, such as the planting about the enormous building of the Boston Avenue Methodist church, Tulsa, and the special needs of the Will Rogers memorial, Claremore, Okla., were shown.

Every piece of landscape work should be a picture, said Mr. Thomas, as he showed a beautiful country estate with a bowling green, an outdoor living room and an open lawn framed with plants of interesting textures, all contributing to an attractive view.

## Problems of Landscape Architect

Mr. Thomas said that the problems of the landscape architect are greater than those of other architects and artists in that the landscape men are dealing with living materials, which change in time. The successful landscape expert must know what the design he is planting will look like five years hence.

Today there is a tendency toward using too much material which will not be permanent, but will have to be clipped in a few years. If plants are properly selected, the design can be relatively permanent.

A talk on designing, by L. P. Cummings, of O. K. Gardens, Tulsa, emphasized the importance of planning in advance. "Planning before planting is a lot more work than putting it in," he said. "Planning is just as

important as the plant material; so take time to plan before you plant."

One point often overlooked is the service that a landscape architect should render. He should select the material to be used rather than let the homeowner do it entirely. He should respect the owner's wishes, but slow him down enough to prevent the plants' being put in the wrong places. Often we are not firm enough about this.

Many cases that look like overplanting are really instances of wrong selection and improper placing of plants. Nurserymen who offend in this way make it much harder for the next nurseryman to sell to the customer.

Another problem arises when the customer wants the largest plant for the least money. Of course the fast-growing plant will be cheaper, but it will also be out of proportion in a short time. Better plants will cost more, be smaller and grow slower, but will give a good appearance for many more years. It is better not to try to get a full-grown effect the first year or two.

We do not find so many large homes being built as was formerly the case; much of the planting on the smaller places is foundation plant-

ing, which can easily outgrow its setting in a few years. The nurseryman should try to sell the customer a planting which either grows slowly or can be kept in bounds by pruning; the slow-growing plant will be more permanently satisfactory even though it costs more at first. Long range satisfaction is important.

"It is a help to make an elevation sketch," continued Mr. Cummings, "showing the profile of the building, with the proposed planting sketched in. This saves changing plants which do not look so well as expected after they are in."

A question period brought out the fact that people are becoming better informed on plantings, though there is much room for improvement. Problems such as treatment of picture windows and the situation which arises when the architect wishes to dictate the landscape design were discussed.

As a final word, Mr. Cummings pointed out the problem of using too many varieties in a planting. If the planting is small, he said, one should use a few varieties rather than one each of too many kinds. On larger plantings, one usually does well to use larger groups of the same kind.

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## Oklahoman Combines Home and Nursery



The beautiful building pictured here is both the home of the Hiram C. Hunter family and the headquarters of the Hunter & Sons Nursery, Tulsa, Okla. Located on a 50-acre tract, with a half-mile frontage on a corner, it is admirably adapted to its dual purpose. The building is of modern type ranch-style construction, 133 feet long, finished with Arizona stone. The large garage is separated from the living quarters by a spacious breezeway, which is supplemented by a patio at the rear.

In the basement, there is ample storage space for bulbs, roses and other shrubbery received during the

winter. There is also the latest thing in construction for an uncertain world—an atom bomb shelter. The 9-room living quarters are of modern style and decor, with concrete subfloors. The nursery office, in the dwelling section of the building, adjoins the breezeway.

The Hunter & Sons Nursery, which carries all kinds of nursery stock, is so arranged that driveways pass all through the growing area, enabling customers to see the stock from their cars. Each unit is a square section planted to 25 specimens each way, row-checked to facilitate cultivation.

R. W. C.



**Demonstrations, Tours, Clinic****Features at Western Tree Meeting***By Noel Wyssong*

In addition to a number of formal papers on various topics presented at the 19th annual meeting of the Western chapter of the National Shade Tree Conference, held May 14 to 16, at Pasadena, Calif., and discussed in a previous issue of the *American Nurseryman*, several field trips, a demonstration of safety practices and rescue methods in utility line clearance work, a clinic on tree diseases, a rope-throwing contest and other features were included on the program.

In the safety demonstration, three parallel rope lines, simulating a 3-phase primary circuit electric distribution line, were stretched taut between two trees and passing through the crown of a third tree, a tall, well-branched black acacia, which was to be trimmed. Using safety lines, saddles and climbing ropes, two men climbed the tree and removed several limbs, lowering them to the ground by means of tie ropes according to approved arboricultural practices.

**Demonstrate Rescue Methods**

Then, to demonstrate rescue methods, one of the trimmers made "inadvertent" contact with the "electric" distribution line, and a "charge of electricity" passed through his body, rendering him "unconscious" and swinging helplessly in his safety saddle. Immediately, the second man in the tree came to his aid and began administering artificial respiration. One of the groundmen beat cadence to give the proper rhythm to the man supplying artificial respiration, while the other went to phone for an "ambulance" for the "victim." As soon as the "victim" began to show signs of renewed natural breathing, evidenced by a spasmodic contraction of the muscles, he was lowered to the ground, where artificial respiration by the back pressure arm lift method was continued until the theoretical arrival of the "ambulance." The demonstration was staged by personnel of the Los Angeles department of water and power, with Lee Linthicum in charge, John Backlund playing the role of the "victim," Jim Fowlic administering first aid and C. S. Carr and Emery Cole serving as groundmen.

The arborists were given a conducted tour through Huntington Gardens and the Los Angeles State and County Arboretum.

**Beautiful Landscape**

Huntington Gardens, a 240-acre former private estate, is beautifully landscaped. Most of the trees and shrubs are near maturity, and one evidence of the excellence of the landscape design is the fact that there is little or no overcrowding of the plant material. Many of the ornamental trees have been permitted to grow without recourse to pruning except for removal of dead branches; hence, the area presents a rare opportunity to observe a number of species that have developed strictly in accordance with the laws of nature.

An outstanding specimen to be seen here, for example, is an evergreen Chinese elm, *Ulmus parvifolia* *sempervirens*, pyramidal in shape, that stands 55 feet in height and has a branch spread, extending to and sweeping the ground, of 135 feet. Yet this species has been recommended and is, in fact, used often in plantings along streets, in parks and in the back yards of narrow residential lots! In these plantings it can, no doubt, be kept within bounds by pruning, and even here is an attractive tree, but its shape and general appearance in such cramped quarters are certainly at variance with its magnificent development in more natural conditions.

Another tree of outstanding interest seen in Huntington Gardens was a large specimen of the so-called elephant's-knee tree, *Phytolacca dioica*. Characteristic of the species, this tree has developed great buttresses; the trunk at the ground line is of tremendous girth and gives the impression that it has developed laterally rather than vertically. From the short, thick trunk, wide-spreading branches have grown.

Many other plant items in the gardens commanded attention. The collection of palm species is said to be one of the most complete in the United States. The plants displayed in the cactus garden are interesting. In addition to many species of cacti, remarkable for their varied forms of growth, yucca and other

desert plants are arranged in a naturalistic setting which is traversed by winding, narrow walks. While most of the camellias in the beds of shrubbery were well-past their period of blooming, the few flowers that remained were of striking beauty.

**Los Angeles Arboretum**

The Los Angeles State and County Arboretum, located in the rolling hills and meadowland overlooking the Santa Anita race track, is an interesting mixture of the old and the new. The institution occupies lands that were once a part of old Rancho Santa Anita, formerly owned by "Lucky" Baldwin, fabulous adventurer of pioneer days. Students of early California history will delight in the restoration of the Queen Anne cottage, the Baldwin coach barn and other buildings of former owners that still stand in the historical preserve section of the arboretum. No less will students of botany and plantmen generally delight in the up-to-date library, the scientific laboratories, the herbarium and other facilities required in the operation of a modern arboretum, that are presently in various stages of development and construction. All visitors will find pleasure in wandering through the groves of fine old trees and along the "jungle," where tropical and semi-tropical vegetation predominates and where, it is said, a number of movies of "deep, dark Africa" have been filmed.

The arboretum is operated by the California Arboretum Foundation, incorporated in 1948, a nonprofit organization. Title to the 120 acres comprising the arboretum is held by the state of California, which has leased it to Los Angeles county for the next 50 years. In accordance with the master plan of the foundation, the county is developing the area. Some new plantings of trees, shrubs and other vegetation have been made in the short time since establishment of the arboretum, and, under the directorship of Dr. R. J. Seibert, much new plant material is being propagated. Because of hazards, the arboretum is closed to the general public during construction operations, but interested clubs, organizations and groups can arrange for conducted tours by contacting

## AMERICA IS A WONDERFUL LAND!

Nevertheless, America is not the land that it could be and should be—with certain radical changes. Just how free are we? People who came to America forty or more years ago learned a new meaning of the word "Liberty," which they felt to be freedom from government. They enjoyed certain freedoms of religion, speech, press and assembly, but at the same time everything was government-ridden.

Everywhere there were evidences of government authority—countless uniformed officers of all sorts and gold-braided functionaries. No move could be made without government sanction or intervention. Many industries were owned and operated by the government. Agreements and contracts must be written on government-stamped paper. Articles of food purchased in the country were subject to duty. In some countries, no business could be started or operated without the approval of scores of bureaucrats. Young people did not have dreams of establishing a business for themselves, but looked to the time when they might hold a safe government job, perhaps for life. There was grinding, devastating taxation to support the innumerable government servants and functions and everybody hated the government.

As they came to America they found things were different. Government was conspicuous by its absence. There were no visible bureaucrats, stifling restrictions or monopolies. You could come and go as you pleased, legitimately, without having your business pried into and inspected or being asked if you had anything to declare. The only national taxes were the hidden excises and import duties. If you made a dollar honestly it belonged to you so far as the federal government was concerned, and you did not have to figure out what large fraction of it "belonged" to the government. You did not have to keep accounts showing all income and expenditures in every minor detail and subject to the snooping inspection at all times by some petty

the administrative office in the arboretum.

Included on the agenda of Thursday's program was a visit to the Keeline-Wilcox Nurseries and the Select Nurseries, both located at Brea, Calif. After an excellent luncheon provided cooperatively by the two nurseries, the conference members were conducted on a bus-and-walking tour of the nurseries' grounds. Of special interest in the Keeline-Wilcox Nurseries was the huge lath house, which contained thousands of potted palms of various sizes being readied for sale. The method of potting plants, demonstrated by the Select Nurseries, in which an endless belt conveyer was used to carry the individual plants to personnel doing the actual potting, thence to waiting trucks, a "mass production" scale operation, was viewed with great interest by all.

To a person familiar with stock commonly grown in eastern and midwestern nurseries, such species as the evergreen elm, carob tree, acacia, pepper tree, olive, fig tree, palms and many others seen in the Keeline-Wilcox and the Select nurseries are of exceeding interest. Many single-stem species are staked to provide additional strength to the trunk in supporting the heavy foliage growth.

This apparent unbalance of trunk strength and foliage weight is due, perhaps, to the conditions that foster rapid plant growth. This leads to the conclusion that the conditions which produce salable plants in a minimum period of time may also produce difficulties for California nurserymen not encountered by eastern and midwestern growers.

Traveling from Pasadena to the nurseries at Brea, the buses passed orchard after orchard of orange trees, lemon trees and avocados, all bearing fruit. Orchid trees, lining one street at Whittier, brilliant with their light purple blooms, evoked the admiration of all and brought out the cameras of many, as the buses paused in order that the unusual planting might be viewed to best advantage. Swelling buds of jacaranda trees that bordered several of the streets at Whittier and a few of their purple-colored flowers gave promise of a magnificent display of color in the not too distant future.

Various types of tools, supplies and equipment used in arboriculture were on display in the Palm room of the Green hotel during the conference. Capability of performance in field use of the equipment displayed was demonstrated in adjacent Central park. Included in the demonstra-

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tax official or deputy, otherwise run the risk of being regarded and treated as a liar or a fraud by some underling in the government employ, paid by your taxes.

Things have changed in America. The Europeanization of America is moving forward with alarming rapidity, and the American spirit of freedom and opportunity is vanishing equally fast. The European-style Government octopus is taking over, and America is becoming a European model. State rights are rapidly becoming a thing of the past.

Is there no leadership competent to take the helm and lead America back toward the times of freedom of living and enterprise, and most of all freedom from government oppression and excessive burden? Our future as a nation depends upon that. If it cannot be done, then the fate of European countries awaits America. We believe, however, that it can still be done in spite of the fact that we have a long way to go.

We hope never to lose faith in the ultimate future of America—a democracy of religious freedom, political freedom and commercial freedom as established by its founders. But most of all, freedom from overgrowing and depressing federal restrictions, interference and taxation, for everything else depends upon them.

In the light of existing conditions, just how free are we? Where does your Congressman stand on this issue?



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tion were power saws, lawn mowers, tree-feeding equipment, conventional hydraulic and mist-blower sprayers, ladders and similar items.

### Tree Clinic

A tree clinic on diseases and control methods was held, with Prof. Pierre Miller, of the department of plant pathology, University of California at Los Angeles, serving as moderator. Questions were asked from the floor. Questions and answers included the following:

Q. Can summer oil and Toxaphene be used successfully to control the oak pit-making scale?

A. Yes, to some extent; lack of control often is due to failure in the mechanics of applying the spray material.

Q. How can peach leaf curl be controlled?

A. By applying lime-sulphur or Bordeaux during the dormant period.

Q. What are the cause and the control of leaf curling and browning of foliage of young sycamores?

A. The cause of this condition generally is anthracnose. (A lengthy discussion ensued on methods of control. The method that seemed to meet with general approval, and which was said to be effective, re-

quires three applications of a spray mixture consisting of oil, Parathion or similar material and a copper fungicide. Arborists were advised to make the first application during the third week in January, the second in March or when the leaves are about one and one-half inches in diameter and the third in May. The cost, including labor and materials, was said to be about \$1.50 per tree per year. It was advised that spray operators wear a mask during actual application of the spray.)

Q. What is the best control for European elm scale?

A. Good results have been secured in control of this insect on evergreen elms by using benzene hexachloride during the month of May.

Q. Has foliar feeding of trees been done on a commercial basis, and can such sprays be used in combination with insecticides?

A. Foliar spray materials high in urea content have been used in combination with insecticides without ill effects. Some work has been done on fruit orchards. For a good discussion of foliar feeding read the paper presented by Dr. P. P. Pirone, of the New York Botanical Garden, at the 27th National Shade Tree Conference and published in the proceedings.

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# Plant Notes Here and There

By C. W. Wood

A Texas reader wants to know where he can find double-flowered sweet rocket. I wish I could answer the question, but, after a quarter century of searching, I am still looking for the elusive thing. It gives me an opportunity, however, to say a few words in praise of a worthy subject.

How true it is that one seldom fully appreciates one's most precious companions until they are gone! They are often taken for granted, their closeness dimming their true worth. That represents my own attitude, at least, toward the double sweet rocket, a plant that had been in the family for perhaps 150 years and was lost by this gardener, its last custodian in the family, in the 1930's, with little likelihood of ever recovering its fragrance and charm. I never realized until it was too late just how rare the plant is in this country, thinking, I suppose, that anything of such engaging personality would be held dear by all lovers of old-time plants.

It is probably a mere aggravation to bring the plant to notice now except that it offers an opportunity to introduce to modern gardeners one of the sweetest of the associates of the ancients. Even though it may take years of searching to find either the white or the purple one mentioned by the ancients, the wait will only serve to make the final accomplishment a real event, bringing with it fully double flowers on 15-inch stems which are somewhat suggestive of double stocks and have an evening fragrance comparable to nothing else on earth.

While searching for these treasures, one should not overlook the single-flowered forms. These, formerly found in nearly every garden, but now, alas, much neglected, are plants of many uses, their adaptive habits making it possible for them to assume almost any role assigned them. One of the most felicitous associations that comes to mind in this connection is the scene in a friend's garden, where he has scattered seeds of this hesperis in a small, open woodland, creating a long-time charming picture.

A doleful relative of sweet rocket is the plant which we oldsters know as *Mathiola bicornis*, or in the gardeners' everyday tongue, night-scented stock. That some now call it *Hesperis tristis* brings it more nearly within the compass of these notes, but does not add to its value. Its worth

might be, and is, variously measured, though its weedy appearance during daylight hours often earns for it the condemnation of gardeners. It long received that appraisal from me until I learned to mask its daytime ugliness among Virginia stocks (you might want other companions), thereby making the night-scented stocks inconspicuous yet allowing me to enjoy the heavenly fragrance of its despised blooms. The fact that both are annuals, or at least will accommodate themselves to such treatment, makes it possible to handle them in that manner.

## Three Good Dry Soil Plants

Spring, with its tempered sunshine and usually abundant soil moisture, makes the most confirmed mill look easy and often induces even the seasoned gardener to attempt the im-

possible. The usual summer of the middle west is liable to cool one's ardor for the incorrigibles, though, and it is then that one takes comfort in the plants which can take heat and drought with a smile. For that reason, gardeners have searched out a long list of favorites, but I would like to add a few not generally grown.

The admonition in literature to give anthericums plenty of water when in bloom has no doubt produced the impression that they are moisture lovers. I think, though, that the advice regarding moisture applies more to the tender kinds which are grown in pots than it does to the hardy ones, for I have found that *St. Bernard's-lily*, *Anthericum liliago*, and *A. ramosum* can get along on a meager supply of moisture. In fact, the latter is one of the most drought-resistant plants of much garden value

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that I know. That is not its only good point, either, for its myriad of small white stars with a touch of gold at the center, which is the result of protruding yellow anthers, is something to be cherished throughout the summer. Its height of a foot to 18 inches makes it useful for many associations, where its airy effect, coming from a many-branched plant, is needed.

The books tell us that *Cassia marilandica* is found naturally in "New England, the west and the south, mostly in wet soil." One would conclude from these words that the plant needs an abundance of moisture, when, as a matter of fact, it can get along and do well on next to none. Of course it will not then make the lofty growth of six feet or more that I have seen in trenched soil and abundant moisture, but one can expect a height of three or four feet even in light dry soil like ours, with its lovely, finely cut foliage. It is the beautiful foliage effects that give me most pleasure, but one cannot deny the beauty of the large clusters of bright yellow legume flowers, which appear near the top of the stems in late summer. It is a lovely plant for the back of the border, furnishing a splendid background for plants of shorter stature.

The retharrows have much to recommend them to gardeners. These recommendations include a flowering period which generally falls in July, often a colorless month in gardens in this section. That alone should endear them to us, but when their amiable natures are taken into account, they are sure to attract the attention of all workers of dry soil. It makes little difference which ones of the hardy, upright growers in ononis that one chooses (omit the yellow-flowered kinds for me, please). They will give a good account of themselves in any sunny, dry spot and gladden our hearts with their small pea flowers each succeeding summer.

### The Great Sea Lavender

Because we usually think of the great sea lavender, *Statice latifolia* (*Armeria pseudoarmeria*), in the role of an everlasting, or strawflower, many of us are missing a good garden plant. That is true of all statice that I have grown, though many are not hardy this far north, but it is especially true of the great sea lavender, with its large heads of mist-like, lavender-blue flowers during the difficult month of August. If the heads are cut at the right time for drying, much of its beauty is lost to the garden, while, if they are allowed to fulfill their natural mission, one attains an airy

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effect which was likely lost with the passing of the perennial baby's breath, *Gypsophila paniculata*, about the end of July.

The sea lavender is a splendid plant to have around the garden to counteract the heavy and sometimes coarse nature of many August composites. Serving that function, it may cause even the most critical to acquire a liking for the false sunflowers (*heliopsis*), *coreopsis* and others of their kind. It is also a delightful companion to the August-blooming lilies, like *Lilium auratum* and *L. henryi*, its height of 18 inches or so furnishing the shade for the lower parts of the stems and roots which lilies like and supplying a good background for the lilies' flowers. The average nursery or garden never sees the great sea lavender at its best, because it takes years in one congenial spot to make a magnificent specimen; the nurseryman sells his plants before they have had time to show their worth, and the impatient gardener moves his plants around to suit a passing fancy of landscape artistry.

#### Ferns from Spores

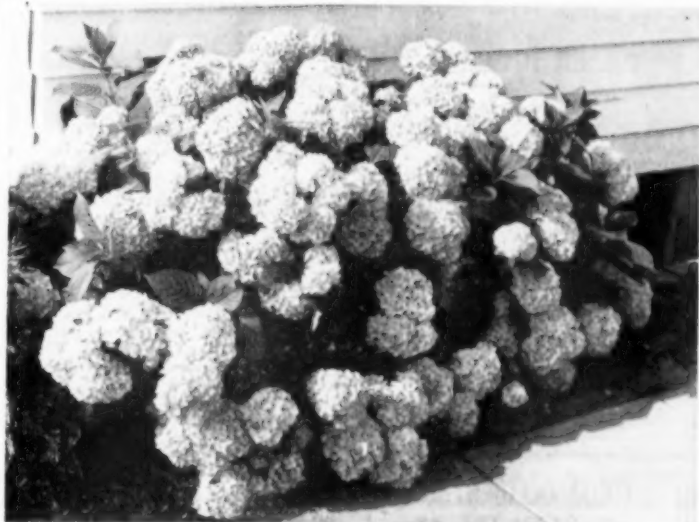
In answer to a Pennsylvania reader's question on growing ferns from spores, I submit the following as our favorite method: Prepare pans of finely sifted soil which has been sterilized and sow the spores on the surface without covering with soil, but cover each pan with a pane of glass or, preferably, set the pan in a close propagating case in a temperature of 65 degrees Fahrenheit until germination, after which air should be given. If the soil was thoroughly soaked before planting, no more moisture will be needed until the new plants are up, and even then watering should be done from the bottom. It is advisable to prick out the little plants just as soon as they can be handled, even if it is necessary to get several of them in clumps, transplanting again singly when they attain the first true frond.

#### *Globularia Bellidifolia*

Excepting *Globularia trichosanthes*, few of the globe daisies are grown to any extent in this country. All of them have something to recommend themselves to gardeners, but, for some reason unknown to me, it is not easy to induce some of them to bloom. They grow apace as any well-behaved plants do, but they often refuse to bloom as well-behaved plants should.

Happily, though, it is not characteristic of *Globularia bellidifolia*, for it covers itself with lavender-blue flowers as regularly as spring comes around. Its glossy leaves make a flat

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## Hesperis Steveniana

There are 20 or more species of hesperis found in the Mediterranean regions and eastward into central Asia. Of the ones that I have grown, sweet rocket, especially in its double-flowered form, and *H. steveniana*, which I had years ago from a European botanic garden with the notation, "collected in the wild in Crimea," are the only ones that I have admired to any extent. The two plants serve entirely different purposes; so they do not compete for our attention. Instead of the pyramidal growth of the well-known sweet rocket, *H. matronalis*, the Crimean plant, *H. steveniana*, makes a many-stemmed bush to 15 inches in height, its long, unevenly notched leaves forming a ground-hugging rosette during its first year. This rosette is an ornament in itself, but greater beauty comes in the second year, when, in early spring, it sends up many-branched stems, ending in a shower of blue-lavender rockets. Here it commenced to bloom in April and continued into June, passing on after making a generous crop of seeds. It is easy to grow in ordinary garden soil in full sun or part shade, is a good dry soil plant and propagates easily from seeds.

## Mule Pinks

An Indiana reader asks: "What is meant by the term 'mule pink'?"

I have never seen a positive account of the origin of this class of pinks, though it is said to have come from France, some going so far as to say that the pinks originated in Orleans. They are said to be the result of crossing sweet williams and hardy border carnations, which could easily

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be. However, the ones known to me show, in both foliage and calyx, a predominance of carnation blood. It is when we consider the clusters of semidouble flowers, smaller than the average border carnation, that we see the effects of the sweet williams. In my young garden days, we had at least two mules, Napoleon III and Emile Pare, the first of a crimson shade and the other a soft salmon. Emile Pare seems never to have gone far in America, for not long after its introduction here it was hard to find in nurseries, and soon afterward one could not find it at all. I have not seen it for years and suspect that it has long since disappeared from the scene. It may be that its predominating carnation blood made it too tender for northern conditions, but of that I cannot say from experience because I never had either of the ones mentioned since coming to northern Michigan. Along the southern shore of Lake Erie it was hardy, its only fault being a tendency to bloom itself to death without leaving much, if any, propagating wood.

Although some aesthetes cried out against the "barbaric" color of Napoleon III, many discriminating gardeners used the plant with pretty effects and would use it today if it were available. Together with other mules it had as a recommendation a long season of flowering, commencing in May, as I remember, continuing into July and then, after a rest during the heat of summer, resuming its labors from early September until frost.

### HOMEMADE NURSERY TOOL

An air compressor can be a useful piece of equipment in the nursery. It is handy for servicing tractor tires, the truck and family car; for cleaning machinery, and for blowing dust and dirt out of inaccessible depressions. Although motor-driven compressors complete with air storage tank and controls are recommended for the larger shops and heavier work, W. C. Krueger, extension engineer at Rutgers University, New Brunswick, N. J., suggests that the average needs of the farm or nursery can be met by a 1/2-horsepower compressor taken from an old refrigerator, belted to a motor and fitted with a long air hose.

The use of water tanks for compressed air storage in this connection is not recommended unless a dependable pressure switch is wired into the circuit and the tank is fitted with a safety valve set for 100 pounds.

The small refrigerator compressor can be used with a sprayer.

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## Prepare for your share of this Fall's shade tree business

Each season new thousands of nursery customers become interested in the new Moraine Locust shade tree (Plant Patent No. 836). Property owners admire its light lacy shade that encourages growth of lawn grasses. They are impressed by the parent tree's record of resistance to disease and insect damage. They appreciate its easy maintenance with no seed pods to dispose of, no heavy leaves to pile up.

Moraine Locust is thornless and seedless—ideal for use as a single

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Now is the time to get your orders in to take care of the growing demand for this beautiful new shade tree that grows tall and vase-shaped as it matures. National advertising of the Moraine Locust tree is directing customers to local nurseryman. Here is a shade tree you can be proud to recommend and sell. Are you ready to share in the success of the popular new Moraine Locust?



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6/7' whips	2.75	2.50	6.00	5.50
6/7' branched	3.50	3.25	8.00	7.25
7/8' whips	3.50	3.25	8.00	7.25
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# This Business of Ours

*Reflections on the Progress and Problems of Nurserymen*

By E. Sam Hemming

## UNDERPRODUCTION

The nursery industry still remembers what a bane to its existence was the overproduction of the 20's and early 30's; at that time no one thought underproduction would ever be a problem.

I can speak with authority for only one section of the country, but it seems to me that the shortage of landscape-size and near landscape-size evergreens, both coniferous and broad-leaved, is more acute than ever. During and just after the war we lived off our fat, for there was an accumulation of plants in the yew class and others that carried us through. In addition, we nurseries of small and medium size could fall back on the big wholesale nurseries. Judging by our own difficulty in buying plants and by the inquiries from our fellow nurserymen, these items are now hard to find. Nearly all this surplus of 5 to 15-year-old plants has been used up, and there is little evidence that it is being replaced. All of us, including the large nurseries, greatly increased our production after the war, but the plantings never reach any great size. The stock all disappears into retail channels, much of it before it reaches even the 18 to 24-inch size. While I am most familiar with the Delmarva peninsula nursery center, it can be judged from the catalogs and the trade-paper advertisements and also from inquiries into other sectors that this deficiency is nation-wide.

There are a number of contributing factors to this shortage, in addition to rapid sales and use of surplus. These are the greatly increased costs of propagating, producing and holding, and the disappearance of a great many small growing and propagating nurseries and conversely a great increase in the number of selling agencies, particularly garden centers and salesyards.

The evergreen has now joined the shade tree as being in short supply and only the quickly-grown shrubs, fruits and perennials are in ample supply.

Just two or three years ago, we were being cautioned not to over-produce, but frankly with the exception of the items easily mass-produced I question that we could over-produce choice plant types in less than 10 years, if then. Of course, an

economic catastrophe could mean a relative surplus, but we do not have the conditions present for over-producing as we did a generation ago. Overproduction was then possible because, in spite of the "prosperity," labor and land were cheap and profits could be put back into expanded production. Not one of these three conditions exists today.

Presently, we are living in a different era, and, while history may repeat itself, it never does so exactly, and instead of the dangers that once confronted us it might be well to look for different ones. One of those that is possible if a real shortage, due to the high cost of production, continues, might be the gravitation of really big capital to the industry; this might be regrettable. Another danger is that we might fizzle our present promotional efforts and disappoint the public. Still another hazard, although perhaps not so serious, is that we may have a silly price boom. There is some evidence of that now.

I cannot forego a little humor on this situation. Late last spring we wanted a load of pitizers, and, being unable to find them on the Eastern Shore, we sent our truck up to New Jersey for them. What we got was hardly better than 15 to 18-inch lining-out stock, but considering what we paid for them we felt we had to charge \$5 apiece. Our first customer, on being told the price, said, "I can wrap one up in a 5-dollar bill," yet she took three.

Our present underproduction of choice evergreen nursery stock is going to be a problem for some time, and we should give it some sober thought.

## THE SUMAC FAMILY

If poison ivy were not poisonous it could be a useful and attractive vine. The foliage and fruit are attractive, and its habit of growth is vigorous and graceful without being weedy like honeysuckle. Climbing up a tree or trailing along a fence it makes one of nature's most beautiful spectacles when the leaves turn scarlet in the fall, but it has to be enjoyed from a distance.

The same seems to be true of all other members of the sumac family. Many of them have attractive fea-

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tures, yet all of them seem to have at least one bad quality. While they all have potentially poisonous sap, only two others are seriously poisonous, the swamp sumac, *Rhus vernix*, which is rarely encountered, and a Japanese form, *Rhus vernicifera*, which does not bother us, although it is important to the Japanese. The latter collect the berries to make their famous glossy lacquers. The poison torments the harvesters so much that the collectors have developed superstitious rituals which they hope will aid them in removing and avoiding the severe dermatitis.

The species most planted by nurserymen is, of course, the smokebush, or smoke tree, which most of us learned by the name of *Rhus cotinus*; it is now called by the unpronounceable name of *Cotinus coggygia*. Even it has one unfortunate quality: It is too big to be used as a shrub, yet it is not a tree; its use and sale are thus limited. Its peculiar fruiting quality, with plume-like seed and smoky appearance, makes it attractive; in addition, it has a beautiful purplish-red color in the fall.

Landscape architects are more inclined to use two other forms not usually grown by nurserymen; these are *Rhus copallina* and *R. typhina*. They are not usually grown by nurserymen because they form thickets rather than plants, and they do not produce root systems suitable for transplanting.

In the landscape, it is used in the same manner as bayberry for forming naturalistic masses. I question if there is a plant of any kind with a more beautiful and striking brilliance in the fall than *Rhus copallina*, and it is easy to see why a landscape architect would like a mass planting of it. *Rhus typhina* is a coarser plant, and, as its common name of staghorn sumac implies, it can be used in the temperate zone for producing a palmlike tropical effect. It does have the bad habit of suckering all over the place. In addition to the common type there is a fern leaf variety that is more graceful and ornamental in foliage.

In addition to the landscape uses of the several sumacs and the one afore-mentioned commercial use, the leaves and bark have been used extensively in this country as a source of tannic acid for tanning leather. The peculiar dark red plumelike flowers of the sumacs all seem to be covered with fuzzy hairs. These hairs are acid to the taste, and I have been told that they have been used in drinks, although I would certainly question drinking anything from a sumac.

E. S. H.

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# Tips for Better Landscapes

By Clarence E. Lewis

Long Island Agricultural and Technical Institute, Farmingdale, N. Y.

## USING SMALL TREES

There are many opportunities for using small trees in the landscape, and the possibilities have certainly multiplied with the increased construction of all types of buildings. This upswing in the need and demand for trees of this stature seems particularly noticeable in areas that include large housing developments of the so-called ranch-type and story-and-a-half homes.

When you begin to itemize the genera that comprise trees with lateral habits conducive to lawn and terrace areas, there is not a long list of possibilities. Within a genus such as *malus* there are many usable trees that are easily purchased in nurseries. Among the maples, however, the situation is different. About the only small kind that can be obtained without searching the countryside is the Japanese maple (*Acer palmatum*) and its varieties.

Other small trees in the maple group that have interesting forms or foliage but are more difficult to buy are hedge maple (*Acer campestre*), hornbeam maple (*Acer carpinifolium*), vine maple (*Acer circinatum*), paperbark maple (*Acer griseum*), Nikko maple (*Acer nikoense*) and Manchurian maple (*Acer mandshuricum*). I have not included Amur maple (*Acer ginnala*) or other maples that possess a clump-like habit. To obtain the above trees would require an extensive search of nurseries.

Just for review, so that you may judge for yourself, I shall list other genera of small trees. Some you will notice are more often of a shrub-like habit with many stems. Silk tree (*albizzia*), serviceberry (*amelanchier*), redbud (*cercis*), fringe tree (*chionanthus*), yellowwood (*cladrastis*), flowering and Kousa dogwoods (*cornus*), hawthorns (*crataegus*), golden-rain tree (*koelreuteria*), golden chain tree (*laburnum*), cherries and plums (*prunus*), Japanese and fragrant snowbells (*Styrax japonica* and *obassia*), sourwood (*oxydendrum*), black haw (*Viburnum prunifolium*), Japanese tree lilac (*Syringa amurensis japonica*), smoke tree (*Cotinus coggygria*), Russian olive (*Elaeagnus angustifolia*) and such others as large fothergilla (*Fothergilla major*), stewartias and Amur maackia (*Maackia amurensis*). This

list is by no means complete, but it is a good cross section of small trees that are cataloged by some eastern nurserymen.

The need for trees of this type for low houses on small lots is obvious, since large trees of the Norway maple type are out of scale with the house after they begin to reach maturity. Most of the small trees have more interesting flowers or fruits than the large trees, which makes them more appealing to the small homeowner who is desirous of a good landscape job.

Have you ever sat on a back terrace or porch and looked under the drooping branches of a flowering dogwood or crab apple tree? There is something comforting about this if your tree is located on or at one side and close to the living area. A tree so placed makes a lawn or garden area seem larger or deeper as well as more interesting. By the same token, your terrace or porch looks

more livable and inviting to the viewer who observes it from the lawn or garden. A treeless terrace often gives a flat appearance.

Some terraces, when attached to the house, require no shrub plantings because they are adequately framed by small trees. The next time you have a chance to see such a terrace visualize it with and without shrubs. You will find that the shrubs often detract from the restfulness of the area. Ground covers and vines, well-selected and placed, may help, however.

When rear lawn areas are sufficiently large, three flowering crab apple trees or other selections could be grouped together to balance one large tree on the opposite side of the property. Three is a better number to use in a group than two since they provide a unit. Each tree is planted at the tip of a supposed triangle, giving the appearance of a unified point of interest. If two trees are used, each becomes a single specimen. Your attention is divided; it is focused on two interests rather than one. In the planting of three trees, if one is of a similar habit but of a different species from the other two, there is still the unit reaction. Three different species could be used, if

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their forms or habits were not contrasting, to produce the same result. Generally speaking, two is not a good number to use in producing a good landscape effect. When shrubs are used in a mass or border the distinction is not marked.

More than three small trees can be used in one group, but the average home ground is not large enough to accommodate them.

Large buildings are also suited to the use of undersized trees, whether they be used in foundation plantings or on nearby lawn areas. Their use in relation to schools, office buildings and factories will be discussed in another issue.

**MAINTENANCE OF TOOLS**

Nursery tools are more effective when kept clean and sharp. W. C. Krueger, extension engineer, Rutgers University, New Brunswick, N. J., says that the best angle to tilt the blade of a tool that needs sharpening is about 30 degrees. This will put a good edge on the tool without making it so thin as to wear quickly. Hoes and shovels are usually sharpened only on the back or bottom side. Spades and mattocks are usually sharpened from the blade side next to the user.

Mr. Krueger advises nurserymen to prevent wood handles of their garden tools from becoming rough and splintery by applying a periodic coat of linseed oil to the wood and rubbing this in with a scrap of sandpaper.

Rust on the metal surfaces of the tools may be cleaned with a piece of brick or scouring stone, then finished smooth with emery cloth.

The most effective tool for sharpening is a 10-inch mill file, according to Mr. Krueger. This is pressed firmly but not too heavily onto the edge, and the file is always raised on the return stroke. A power grinder is, of course, quicker.

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## OBITUARY

### Mary S. Vanderbrook

Mrs. Mary S. Vanderbrook, mother of Louis Vanderbrook, owner of Vanderbrook Nurseries, Manchester, Conn., died at Manchester June 2.

Born in Holland, she came to the United States more than 60 years ago and had been a resident of Manchester for most of that time.

Besides her son, Louis, Mrs. Vanderbrook leaves a daughter, Mrs. William Schober, Tolland, Conn.; two brothers; two sisters; a grandson, and several nieces and nephews.

### William Haley

William Haley, 80, for 25 years a salesman for the Gurney Seed & Nursery Co., Yankton, S. D., with offices at Raton, N. M., died April 25 at his home at Raton.

He is survived by his widow, Carrie, and four children: Mrs. Floyd Bye, Sioux Falls, S. D.; Mrs. William Copeland, Rochester, Minn., and Irma and Harold Haley, of Yankton, S. D.

### Philip Arthur Dix

Philip Arthur Dix, 95, retired nurseryman of Roy, Utah, died there May 4.

Mr. Dix was born at Buckhannon, W. Va., in 1856. He graduated from Allegheny College, in Pennsylvania, in 1880. He was president of the Pacific Coast Nurserymen's Association for a number of years.

Surviving are his widow; one son, Philip J. Dix, Roy; two daughters, Mrs. William C. Druckl, San Mateo, Calif., and Mrs. John B. Snow, Frogmore, S. C.; nine grandchildren, and 17 great-grandchildren.

## MICHIGAN STATE COLLEGE EVERGREEN PLANTATION

An evergreen plantation has been established on the campus of Michigan State College, East Lansing. During this spring, three plants each of the most desirable taxus and juniper were planted to get the plantation under way. Additional plantings will be made in the years to come.

The purpose of the plantation is to establish and promote a place to test, exhibit and study evergreens for landscape beautification.

The project is sponsored by the college in cooperation with the Michigan Association of Nurserymen.

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#### COVER ILLUSTRATION

##### Ribes Alpinum

Ribes alpinum, the mountain currant, is one of our common shrubs and is used extensively in landscape plantings. A compact shrub, it is described as attaining a height of eight feet or more at maturity, but, as usually seen in our region, it seldom exceeds five or six feet. The plant is dense, with stems mostly erect, but becoming more spreading with age.

The mountain currant is native to Europe and has been in cultivation since 1588. The generic name, ribes, was probably derived from the Arabian word ribas, indicating ribes. The specific name, alpinum, refers to the mountainous habitat of this species.

The roundish, usually 3-lobed leaves of Ribes alpinum are alternately arranged on the stem and appear early in the spring. They are somewhat triangular in shape, one and one-quarter to two inches across and dark green in color. This dark green color makes a sharp contrast with the grayish-colored stems.

The flowers of this plant are small, are greenish-yellow in color and are borne in upright clusters. They are not particularly showy. The staminate and pistillate flowers are usually borne on separate plants. The fruits are scarlet and showy on the pistillate plants in midsummer and early autumn. Staminate plants predominate, and, consequently, fruiting plants are often absent in mass plantings.

Ribes alpinum is hardy, is not particular as to soil type and does well in shady situations. It is one of the most desirable of the low, deciduous shrubs for shade planting, even doing well under the heavy shade cast by Norway maples. These plants transplant readily, do not require much pruning and are free from pests. Propagation is by cuttings.

The mountain currant is used for planting in shady situations, for mass planting or as individual shrubs and is fine for a dwarf hedge. L. C. C.

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Figs	Grapes	Pecans

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**Coming Events****MEETING CALENDAR**

July 10 and 11, nursery and landscape management conference, Michigan State College, East Lansing. (See program, June 1 issue.)

July 12 and 13, All-America Rose Selections, Hotel Statler, Detroit, Mich.

July 13 and 15, National Landscape Nurserymen's Association, Hotel Statler, Detroit, Mich.

July 13 to 17, American Association of Nurserymen, Hotel Statler, Detroit, Mich.

July 30 and 31, summer meeting, Indiana Association of Nurserymen, Indianapolis.

July 31 and August 1, summer meeting of the New York State Nurserymen's Association, Niagara Falls, N. Y.

August 4 to 8, garden lovers' short course, Virginia Polytechnic Institute, Blacksburg, Va.

August 6, summer meeting, New Jersey Association of Nurserymen, Turner Bros. Nursery, West Long Branch.

August 6 and 7, joint meeting, North Carolina Association of Nurserymen and Virginia Nurserymen's Association, University of North Carolina, Chapel Hill, N. C.

August 8, summer meeting, Iowa Nurserymen's Association, Charles City.

August 11 and 12, National Mail Order Nurserymen's Association, La Salle hotel, Chicago, Ill.

August 12 to 14, summer meeting, Ohio Nurserymen's Association, Rieger hotel, Sandusky, O.

August 14, summer meeting, the New England Nurserymen's Association, Wyman's Framingham Nursery, Framingham, Mass.

August 17 to 19, annual meeting of the Southern Nurserymen's Association, Admiral Semmes hotel, Mobile, Ala.

August 18 to 22, National Shade Tree Conference, Hotel Statler, Boston, Mass.

August 21, annual summer meeting of the Pennsylvania Nurserymen's Association, Eisler's Nursery, Butler, Pa.

August 25 to 27, convention of the Texas Association of Nurserymen, Hotel Adolphus, Dallas.

September 8 to 15, International Horticultural Congress, Royal Horticultural Society Hall, London, England. (See program May 1 issue.)

September 10, fall meeting, Western Pennsylvania Nurserymen's Association, Webster hall, Pittsburgh.

September 16 to 18, convention of the California Association of Nurserymen, Catalina island.

**JOINT MEETING SPEAKERS**

Richard P. White, executive secretary of the American Association of Nurserymen, will be a guest speaker when the North Carolina Association of Nurserymen plays host to the Virginia Nurserymen's Association at their joint summer meeting, to be



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**THE TANKARD NURSERIES**  
EXMORE, VA.

held August 6 and 7 at Chapel Hill, N. C.

The nurserymen also plan to visit the new Morehead building and planetarium on the University of North Carolina campus, which cost \$2,000,000 to construct. A banquet for the two groups figures in the entertainment arrangements as does a beef barbecue which will be given by G. G. Gilmore, North State Nursery.

Members of the two nurserymen's organizations will visit the naval R.O.T.C. armory, where educational and commercial exhibits will be on display.

#### GARDEN LOVERS' COURSE


Men and women interested in amateur gardening and nature study are invited to attend the summer short course for garden lovers, to be given at the Virginia Polytechnic Institute, Blacksburg, August 4 to 8. The first day will be completely occupied with registration at the institute. The topics covered in the informal classes, tours and workshops on the other days of the short course are: Propagation; the home vegetable garden; bird study; garden photography; landscaping and ornamental plant material. One day will be set aside for a field trip and picnic to Rocky Knob, south of Roanoke. A tour of the V. P. I. Arboretum, where 60 acres of land are now planted with ornamental plants, is scheduled. Special tours to other parts of the area can be arranged for interested groups. Nurserymen planning to attend are advised to bring along the dimensions of their houses and grounds, as well as any photographs they might have, so they may prepare a landscape plan in the landscape workshop.

#### PLASTIC PIPE

Flexible plastic pipe that does not rust or rot, has a low friction resistance and is light in weight is now available, according to W. C. Krueger, extension engineer, Rutgers University, New Brunswick, N. J. Fittings comparable to standard pipe connections are also obtainable.

The flexibility of the plastic permits the pipe to be coiled for easy moving and storage; however, when this pipe is in use, Mr. Krueger warns that it must be buried at roadway crossings or protected with side planks.

NEW to Glendale, Ariz., is Beaver's Plant Nursery, recently opened by Fay Beaver.



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Medium Clumps .....	\$7.00
Medium Liners .....	1.50
Vince Minor (Hardy Myrtle).....	
Medium Clumps .....	3.00
Medium Liners .....	1.50
Immediate Shipment.	

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BELLS	Per 1/4 oz.	Per oz.
enorma, dbl. crimson.....	\$0.60	\$1.50
dbl. rose .....	.60	1.50
dbl. white .....	.60	1.50

CANDYTuT	Per 1/4 oz.	Per oz.
sempervirens, white .....	.60	1.50

CARNATION	Per 1/4 oz.	Per oz.
Grenadine .....	\$0.45	\$1.80
Black King .....	.45	1.80
Golden Sun .....	.45	1.80
Triumph Pink .....	.45	1.80
White Gold .....	.45	1.80
mixed .....	.45	1.40
dwarf dbl. scarlet .....	.45	1.50

DELPHINIUM	Per 1/4 oz.	Per oz.
Belladonna Clivedon Beauty, lgt. blue .....	\$0.45	\$1.00
Belladonna Imp., lgt. blue.....	.45	1.80
Gold Medal Hybrids.....	.45	.90
Lamartine .....	.60	1.80
Wrexham (Hollyhock-fl.), mixed .....	.60	1.50

Pacific Giants hybrids	Per 1/4 oz.	Per oz.
Black Knight, dk. blue (dk. B) .....	1.50	5.25
Blue Bird, clear medium blue (white B) .....	1.50	5.25
Bluejay, clear medium blue (dk. B) .....	1.50	5.25
Camellard, pure lavender (dk. B) .....	1.50	5.25
Galahad, glistening white (white B) .....	1.50	5.25
Guinevere, lgt. pinkish-lavender (white B) .....	1.50	5.25
King Arthur, dk. violet (white B) .....	1.50	5.25
Lancelot, clear lilac self (white B) .....	1.50	5.25
Perceval, white (dk. B) .....	1.50	5.25
Summer Skies, clear lgt. blue (white B) .....	1.50	5.25

PANSY	Per oz.	Per lb.
Swiss Giants		
Adria, navy-blue .....	\$1.00	\$60.00
Alpenglow, cardinal to wine-red .....	4.00	55.00
Borna, dk. velvety violet-blue .....	4.00	55.00
Flame, bronze-colored .....	4.00	55.00
Jungfrau, pure white .....	4.00	55.00
Rhinegold, canary-yellow with dk. brown blotches .....	4.00	55.00
Silverbride (Mont Blanc), silvery-white and violet blotches .....	4.00	55.00
Velvety Jewel, deep purple .....	4.00	60.00
mixed .....	3.40	47.00
dwarf mixed .....	3.40	50.00

PYRETHRUM	Per 1/4 oz.	Per oz.
roseum GL-fl. rubrum.....	\$0.85	\$1.80
white .....	.85	1.80
mixed .....	.85	1.40

VIOLA cornuta	Per 1/4 oz.	Per oz.
Admiration, lg.-fl. rich violet .....	.45	1.00
Blue Beauty, small-fl., compact large leaves, 100% true.....	.60	1.50
Blue Butterfly, violet-purple with white .....	.75	2.15
Blue Perfection, lg.-fl. .....	.55	1.25
Chantryland, small-fl. apricot .....	.65	1.80
Gustav Wernig, very small-fl., large stems, curled leaves, 100% true .....	.80	2.45
Hona, lg.-fl. wine-red .....	.55	1.25
King Henry, very small-fl. dk. violet, compact, 100% true .....	.45	1.00
Lord Nelson, lg.-fl. violet-blue .....	.55	1.25
Lutea splendens .....	.50	1.10
Miss Helen Mount, small-fl. yellow with purple .....	.60	1.40
Papilio, small blue and white .....	.45	1.00
Papilio, small-fl. deep violet .....	.60	1.50
White Perfection, lg.-fl. milky-white .....	.50	1.10
large-flowered mixed .....	.45	1.20
small-flowered mixed .....	.45	1.00
nuttalli, yellow .....	1.10	3.40
odorata mixed .....	.80	2.45

**HERBST BROTHERS**  
92 WARREN ST. NEW YORK 7, N. Y.

## OKLAHOMA MEETING

[Continued from page 14]

Large plantings can accommodate larger groups at a greater distance from the focal point of the design.

A round-table discussion of merchandising methods brought out many practical ideas. Ted Tetirick, of the Tetirick Nursery, Ponca City, Okla., posed the question of how customers may be informed concerning roses. He said much time could be saved and more roses sold by the use of picture labels which show the shape and color of the bloom, the length of the bud and the price, placed on each variety.

Warren Welch, of the Capital Gardens, Oklahoma City, said they put the pictures of the roses on the bins where the plants are displayed indoors. The different varieties are shown on a bulletin board, which helps customers to make a selection. He also marks his nursery stock so that customers can tell the price quickly. Mr. Welch believes it is the best policy to keep high-class merchandise, which must be high-priced if good. Keeping the place of business looking good also helps him in selling.

### Bulletin Board Successful

Mr. Cummings also commented on the successful use of the bulletin board in the sales office. The salesgirl takes the order from the customer, then uses a 2-way communication system to talk to the men who dig and wrap the roses which the customer has selected.

Baker Bros., Fort Worth, Tex., met changing retail conditions which resulted from a large influx of newcomers by placing retail outlets in areas offering the greatest convenience to customers. They found that people like to buy near their own neighborhood. Each outlet was publicized at the time of the opening, and customers were given bulbs of about 60-cent retail value. Prizes, including a power mower and some \$50 landscaping jobs, were given as special awards. Thousands of persons came to the openings, which proved to be good business builders. Baker Bros. do not stay open on Sunday; instead, they start advertising on Tuesday and remain open until 8:30 on Friday and Saturday nights. They offer specials in their ads, but in general keep prices fairly high with a good markup.

Mr. Dickerson, of the Ozark Nursery, Tahlequah, Okla., reported a successful use of pictures sealed in plastic on fruit stock, roses and shrubs. Customers select their plants and bring them to the sales staff; this

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helps to handle the large Sunday crowds. The firm also found that advertising small cherry trees at \$1.98 brought in many who bought larger cherry trees at higher prices.

Bob Dunning, of Bob Dunning-Jones, Inc., Tulsa, discussed turf. "Perhaps we are trying to approach the matter of lawns from the wrong angle," he said. "So many customers want the work done at the wrong time. Professional people keep a card index on lawn jobs, done on schedule at a certain time." Information is available to nurserymen from the turf association and from Oklahoma A. and M. College.

During a question period, Mr. Dunning was asked about zoysia. "It will respond to fertilization," he said, "but it is a lower feeder than Bermuda. The trouble is that the supply of zoysia is so scanty."

To the question, "How much value is there in aeration?" he replied, "There must be air in the soil before a plant can breathe. A toxic condition results when there is no aeration. Bent grass on putting greens may wilt even when well-watered, but aeration will prevent this."

#### Fertilization after Aerifying

A discussion followed on fertilization after aerifying, in which the uses of nitrogen, gypsum, limestone and hydrated lime under varying conditions were explained.

"Will Krilium take over instead of gypsum?" was the next question. "No," said Mr. Dunning, "but I think they may be used in conjunction." SoilLoam is the soluble form of Krilium, which may be sprayed on. This can be used on old turf, after using an aerifying tool, and only when the soil is dry.

"Kriliun can be of advantage if used properly, as on places which tend to wash or where there are other problems. A small amount on clay soil gives fine results, but it is not so valuable on sandy soils.

"Kriliun should be used with care," he continued. "Excessive use may make the soil glue-like or even hard."

Since part of the purpose of the summer meeting was to renew acquaintances and enjoy good-fellowship, the group adjourned to Mohawk park, where a barbecue picnic dinner was enjoyed by over 75 persons.

On Wednesday, June 4, the nurserymen breakfasted together at the Mayo hotel, then drove to Grand lake for a 3-hour cruise aboard the Cherokee Queen. Bright, sunny weather and congenial companionship made it a most enjoyable outing.

## Imported Holland Bulbs

	PER 1000 FIRST SIZE		PER 1000 FIRST SIZE
<b>DARWIN TULIPS.</b>		<b>DOUBLE TULIPS.</b>	
Allbright, dark red.....	\$34.00	Electra, red.....	\$48.00
Bartigon, light red.....	34.00	Mr. Van der Hoef, yellow.....	48.00
Bleu Aimable, blue.....	36.00	Orange Nassau, orange.....	48.00
Carrara, white.....	36.00	Peachblossom, pink.....	48.00
Clara Butt, pink.....	36.00	<b>SINGLE TULIPS.</b>	
Golden Harvest, yellow.....	34.00	Couleur Cardinal, red.....	50.00
La Tulipe Noire, black.....	36.00	General De Wet, yellow.....	42.00
Philip Snowden, light pink.....	35.00	Keizerskroon, red and yellow.....	55.00
Pride of Haarlem, red.....	34.00	<b>PARROT TULIPS.</b>	
Princess Elizabeth, rose-pink.....	35.00	Blue Parrot, blue.....	35.00
Prunus, deep pink.....	36.00	Fantasy, orchid.....	38.00
Rose Copland, orchid.....	36.00	Orange Favorite, orange.....	44.00
Wallstreet, light yellow.....	36.00	Sunshine, yellow.....	50.00
Wm. Pitt, red.....	36.00	Therese, red.....	50.00
Zwanenburg, white.....	42.00	<b>CROCUS in yellow, blue, white,</b>	
Mixed, all colors.....	32.00	striped.....	28.00
<b>HYACINTHS, bedding size in colors</b>	<b>90.00</b>	<b>DAFFODILS, DOUBLE-NOSED.</b>	
		King Alfred.....	75.00
		Mrs. E. M. Krelage.....	85.00
		Mixed.....	40.00

Any variety of bulbs not listed can be furnished upon request.

Terms of sale: Prices quoted are F.O.B. Ridgewood, N. J. Packing and insurance free. 100 lots at 1000 rate. 5 per cent discount on all orders reaching us before August 1, 1952.

### Heemskerk & Co's. Bulbs.

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RIDGEWOOD, N. J.

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## CALIFORNIA ASSOCIATION OF NURSERYMEN

ELMER J. MERZ, Executive Secretary  
304 MITAU BUILDING SACRAMENTO 14, CALIF.

### LOS ANGELES PARTY

Concluding a successful year, the Los Angeles chapter of the California Association of Nurserymen held its final regular meeting June 25, with a family beach party on the sands of the state park at Huntington Beach.

Starting at 1 o'clock in the afternoon, members of the chapter gathered with their families to enjoy the varied facilities of the park until early evening.

No formal meeting had been planned, and chairman of the day, Frank Ishida, Uneeda Garden Nursery, South Gate, provided a full program of activities for the entire family.

Those interested in fishing had their choice of surf, pier and deep-sea angling. A nearby swimming pool was available in addition to the ocean. Volley ball, baseball and horseshoe pitching attracted many participants.

All other activities of the chapter are now being directed toward the staging of the 1952 state convention, scheduled for September 16, 17 and 18, at Avalon, Catalina island.

As cohorts, all the southern California chapters are joining to insure the meeting's success. Members of the Centinela, Sunset, San Fernando, Inland, Bedding Plant and Los Angeles chapters are now actively planning the program.

The general chairman of the convention, F. C. Tomlinson, Select Nurseries, Whittier, has appointed the following committee heads: Registration and finance, Lynn Mossholder, Mossholder Nursery, El Monte; reservations and accommodations, Bob Weidner, Buena Park Greenhouses, Buena Park; program and speakers, Dave Cunningham, Descanso Distributors, Chino; entertainment and activities, Ernie Bordier, Bordier's Nursery, Covina; door prizes, Martin Usrey, Monrovia Nursery Co., Monrovia; working committee, Jim Meadows, manufacturers' representative; business sessions, Elmer Merz, state executive secretary; catering, Pressley Jones, group insurance representative; decorations, Frank Ishida, Uneeda Garden Nursery, South Gate, and souvenir program and publicity, Ed Mc-

Neill, Tuttle Bros. Nurseries, Altadena.

The largest attendance in the history of the group is expected; so the general committee has promised many unusual entertainment features. Several outstanding speakers have signified their willingness to appear at the business sessions.

Ed McNeill, Publicity

### REDWOOD EMPIRE MEETS

Clyde Von Graffen, horticulture exhibit director of the Sonoma county fair, presented a report on the progress of the show at the 97th meeting of the Redwood Empire chapter of the California Association of Nurserymen, held May 13 at the Petaluma hotel, Petaluma.

Mr. Von Graffen reported that \$9,700 has been allotted for premiums. He stated that classifications may be used in awarding prizes for exhibits and that there will be a "best in the show" award. The fair will be held from July 25 to August 2.

Don Perry, director of the state association from the Redwood Empire chapter, gave a report on the mid-year directors' meeting. (See American Nurseryman, June 1, page 28.)

The secretary was instructed to write a letter of condolence to Cecil Bowman, whose brother was killed in a fall from a tree.

The meeting was turned over to the program chairman, Hugh Wallace, who introduced Esler Johnson, of the Neil A. McLean Co. He in turn introduced the McLean brothers and Mr. Schaffer, district salesman. Mr. Johnson then told of the use of methyl bromide in soil fumigation.

Some of the facts brought out showed that methyl bromide fumigation was inexpensive and effective. There is no expensive machinery

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needed. The only equipment used is a gas-proof plastic sheet and a device for measuring the gas. At the rate of one and one-half pounds per 100 cubic feet, complete weed and insect control is obtained. On an acreage basis, one and one-half pounds per 100 square feet gave the same results.

Soil can be fumigated in the flats at a cost of one and one-quarter cents per flat or one cent per cubic foot of soil. The work on an acreage basis would cost about \$800 per acre. This was reported less expensive than hand weeding by some growers, who estimated \$1,000 per acre for the same results by hand. This same treatment can be used on newly prepared lawn areas if used before rolling. Treating the soil in flats reduces reinfection from dirty flats.

Methods of application were presented and illustrated by colored slides. Before and after slides were also shown.

Mr. McLean then showed a collection of slides on Australian wild flowers, which were in excellent color.

Hugh Wallace, Sec'y.

#### CALIFORNIA NOTES.

Ernest Pohlhammer, nurseryman of Campbell, has been elected president of the Santa Clara Businessmen's Garden Club. He is also chairman of the program committee.

Newly elected officers of the California Seed Association are W. H. Ramsey, C. M. Volkman Seed Co., San Francisco, president; W. S. Wilkinson, Ferry Morse Seed Co., Mountain View, first vice-president; James Young, Waldo Rohnert Co., second vice-president, and Richard Lyng, E. J. Lyng Co., Modesto, secretary-treasurer. Appointed directors were James Macdonald, the William Macdonald Seed Co., Santa Maria; Ken Christensen, Northrup, King & Co., Berkeley, and Howard Bodger, Bodger Seeds, Ltd., El Monte. The association held its twelfth annual meeting at the Del Mar Turf and Surf Club, Del Mar. Over 150 attended.

Featured speakers from the nursery trade at the California spring garden show included Lee Davidson, Pacific Guano Co.; Norvell Gillespie, California Spray Chemical Co.; George Sorensen, Sorensen's Select Bulbs, Oakland; John Paul Edwards, California Spray-Chemical Corp., and James Crombie, Crombie Rose Nursery, San Leandro.

James Foster has resigned his position at the Pacific Nurseries, Colma, to accept a position on the faculty of the California State Polytechnic Col-

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Drop your pencil, shovel, hoe,  
To Detroit convention we will go.  
We'll go by train, or take a plane,  
Or even walk—we won't complain!

Forget your worry, care and woe,  
Leave them behind you when you go.  
Take the wife and kids along,  
Let them join the happy throng.

We'll see Bob and John and Ted and Bill,  
And Fred and Tom and Dave and Phil,  
And all the others who'll be there,  
We really can "let down our hair"!

We're getting older one by one,  
From too much work and not much fun.  
For once let's just forget our labors,  
Laugh and talk with nursery neighbors.

A little food, a little drink,  
It may be later than we think.  
A holiday will serve us well—  
Keep us from that "padded cell"!

Then there'll be the serious side,  
How to stem the growing tide.  
We'll listen well to what they say,  
Take it home and make it pay.

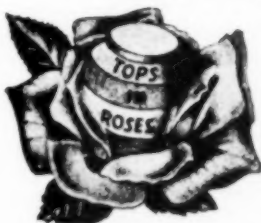
We'll learn a lot that's worth our time,  
Things we can't buy for a dime,  
News about the nursery trade,  
Of future plans now being made.

We'll come home tired but very glad  
About the wonderful time we've had.  
Back home we'll be just full of praise  
For these truly grand convention days!

Time enough when we return,  
The midnight oil again to burn.  
But be sure before your long day closes  
You've mailed your order for "TOPS IN ROSES."

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39. Beauty—What It Is
40. Elements of a Successful Garden
41. Texture of Plants and Materials
42. Design and Planting Analysis Problem 1
43. Design and Planting Analysis Problem 2
44. Design and Planting Analysis Problem 3
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48. Design and Planting Analysis Problem 7
49. Design and Planting Analysis Problem 8
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lege, San Luis Obispo. He will be on the staff of the department of ornamental horticulture.

Donald Hoover, who has been calling on wholesale accounts for the D. B. Hill Seed Co., San Mateo, has resigned to re-enter the air force as a lieutenant colonel. W. B. B.

### LOUISIANA CONVENTION

Close to 400 persons attended the convention of the Louisiana State Horticultural Association, held at Shreveport, May 18 to 20.

Edward Aragon, Vogue Flower Shop, New Orleans, was elected president for the coming year. The new vice-president of the nurserymen's group is Earl Vallot, Grandview Nursery, Youngsville, while the same post in the florists' group will be held by James Begbie, Begbie Florist, Shreveport. The landscape group will be represented by Dr. Robert S. Reich, Louisiana State University, Baton Rouge, as its vice-president. Morton McMahon, Lane Wilson Seed Co., Shreveport, was chosen vice-president of the seedsmen's group; Maurice Carrouche, Crawford Wholesale Florist, New Orleans, was elected to the same office for the allied trade group. Sidney Voebel, New Orleans Wholesale Florists, Inc., New Orleans, will be the field representative. The two new members of the board are Peter J. Caldera, the Flower Shop, Lake Charles, and Mrs. H. Dillard Darby, Ruston.

The nurserymen will hold another meeting at Lafayette, La., September 19 and 20.

Monday morning, May 19, while the florists were witnessing a school of design, a meeting of landscape nurserymen and landscape architects was called by Catherine Huber, Jennings Nursery Co., Jennings, representative of the group on the board of directors of the state association. Much dissatisfaction was expressed with the state examination for landscape architects, and it was decided that an attempt would be made by the landscape group to gain authority to draw up an adequate examination which would be given under the auspices of the group. A resolution was passed for landscape architects to join the Louisiana State Horticultural Association so the group would have a stronger voice.

As guests of Gordon Lambert, Lambert's Landscape Co., Shreveport, the visiting nurserymen and landscape architects had lunch at the Shreveport Club and then made a tour of several private estates, Mr. Lambert's establishment and the E. P. Akin Nursery.

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## RETAILERS REPORT

[Continued from page 10.]

permit us to dig under favorable conditions and the many days of enforced idleness worked against us.

"On the other side of the picture, our transplanting operations and the setting out of our new plants from our propagation house have been favored by the cool, wet weather, and we have been relieved of the necessity of hauling water in tank wagons to these planting locations.

"The stock sold comprises all the ornamentals as heretofore, with no particular demand for any one item. Our help problem has been met by employing migratory labor and distributing these untrained men around under the control of experienced diggers. By keeping the gangs small, we have been able to do a fairly good job. We continue to save a great deal of labor by suggesting to our customers that they employ their own gardeners to plant the material they purchase from us and by requiring many of our wholesale customers to bring their own crews and dig their own material, which we sell to them 'in the ground.'

"We are now engaged in planning a garden market and have met with many delays because of the rains. We shall be open a few days after this writing and can continue additional construction during the coming summer. We shall be in full operation next fall and expect the shop to be a profitable adjunct to our retail business."

## Maryland and Virginia

E. Sam Hemming, Eastern Shore Nurseries, Easton, Md., reports a good spring business. "Our wholesale business in chestnuts fell off, because we had a short supply last year, but the landscape business more than made up for it," states Mr. Hemming. "Jobs seem to be both larger and more plentiful. Our local cash-and-carry sales also show an increase.

"Our biggest difficulty this spring was the weather. We had a great deal of rainfall, which both hindered planting and slowed us up generally, although it lengthened the season considerably. The help problem remains the same. Year-around employees are available, but part-time help is unavailable.

"As to stock, shade trees and choice broad-leaved evergreens and conifers are scarce. An 18 to 24-inch Japanese yew seems to be as scarce as a diamond on the Delmarva peninsula."

Owen G. Wood, Wood-Howell Nurseries, Bristol, Va., reports that the firm's business, both wholesale

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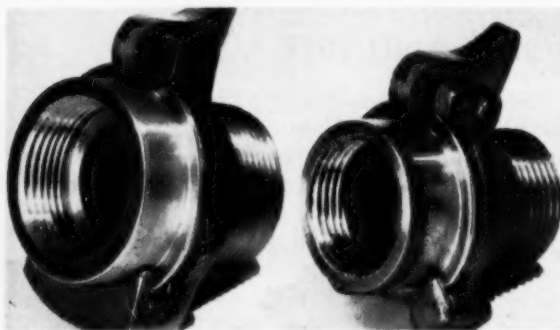
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and retail, has shown a substantial gain over the spring of 1951. "As a matter of fact," continues Mr. Wood, "the demand far exceeded the supply, and our bookings for fall are heavier than they have ever been at this time of the year, with prospects, at retail, already talking fall planting. Our labor supply has been adequate, and we have enjoyed a favorable growing season this spring."

#### Kentuckian Expresses Satisfaction

"Our spring season was satisfactory on the whole," reports Louis E. Hillenmeyer, Hillenmeyer Nurseries, Lexington, Ky.

"I believe we had more good digging and planting days than usual, which enabled us to get more accomplished, although we never seemed to catch up on our work.

"Business was good, with active demand for most stock except fruit trees, which continue slow. Large specimen evergreens were in short supply with us, and we had many callers looking for all kinds of finished stock. Our new garden center is proving satisfactory and enables us to take better care of our cash-and-carry customers.

"Prices sometimes appear high, but the public seems to expect some advance in prices and does not hesitate to buy quality stock almost regardless of cost. We do not see how we can continue to exist unless we keep prices up or even raise them."

#### Finest Spring in History

From St. Matthews, Ky., Carl Ray, of Carl Ray, Inc., reports the finest spring in every respect in the history of the firm.

"We enjoyed an open winter and as fine a spring season as any one could wish for," declares Mr. Ray. "With the nearness of the end of the season and the continued demand for larger plantings, our methods of handling specimen plants, shade trees and large flowering shrubs are certainly being tested to the full.

"Our few good experienced men, mechanized to the fullest extent, can do a fine job and have done so. The volume of common labor required to do the unskilled work is bad. It is expensive labor when you consider the amount of work done.

"Our own adequate supply of specimen nursery plants and shade trees assures us of stock for our own demands."

#### Good Business in Tennessee

"We have enjoyed good business this year, considering the unsettled condition of everything in general," reports C. B. Howell, Howell Nurseries, Knoxville, Tenn. "The pros-

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# The "Moraine" Locust

(Plant Patent No. 836)

The "Moraine" Locust is an Improved Honey Locust with a round head when young but tall and vase-shaped when older, attaining a height of 80 to 100 feet.

## Graceful and Attractive Foliage

This stately new shade and ornamental tree has finely divided foliage and bears only sterile flowers, hence can never produce unsightly seed pods.

## Note these remarkable "Moraine" Locust features

**THORNLESS.** No dangerous, ugly thorns like either the common Honey Locust or the Black Locust.

**VASE FORM.** Vase-shaped and wide-spreading when older, like stately old Elm trees. Branches are arching upward and outward, easily reaching over the tops of 2-story houses without obstructing view or affecting air circulation.

**THRIVES UNDER CITY CONDITIONS.** The "Moraine" Locust, like the common forms, is tolerant of smoke, soot and dust.

**HARDY.** Common Honey Locust is native from New York to Minnesota and from Texas to Ontario; so the "Moraine" Locust should withstand similar extremes of temperature.

**SEEDLESS.** No unsightly seed pods to clean up in fall or winter. Nonfruiting habit permits better foliage, which hangs on later in fall.

**HEAVY or LIGHT SOIL.** Seems to produce good growth on any kind of soil, but responds favorably to extra feeding.

**WITHSTANDS DROUGHT or FLOOD.** Parent trees are native to Western Plains, where rainfall is light, yet they may be found thriving in poorly drained soils. Prefer sunny exposed situations.



Although the "Moraine" Locust is the Newest Shade Tree introduction, it has already gained Nation-wide Popularity. Clean, hardy and fast-growing.

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pects for fall business look promising. Labor is the thorn in the flesh, as the general trend is for higher and higher wages and less and less work. The only way to offset that is a decided raise in prices of nursery stock, which we think should be 25 per cent at least, and more cash-and-carry business. To reduce labor, we are thinking of cutting out landscape planting altogether, as decent labor is a thing of the past."

## Report from Iowa: Larger Volume

Harold J. Parnham, Robinson & Parnham, Des Moines, Ia., reports an over-all volume of business that is about 25 per cent larger than in 1951.

"Our salesyard volume is about two and one-quarter times larger than ever before, but this is due to a newly arranged salesyard and new parking area and increased newspaper advertising," explains Mr. Parnham. "At least we credit these things with the increase.

"We have kept careful records in order to assist us in future advertising and promotions; they may have some significance and they may not. We have found, among other things, that the volume of sales was divided among the days of the week as follows: Saturday was highest, followed by Sunday, Monday, Friday, Wed-

nesday and Tuesday; the poorest day was Thursday.

"Our newspaper ads ran on Friday evening and Sunday morning and most likely had effects on the volume. It may or may not be a coincidence that Thursday, the poorest day, was the day of the week most removed from advertising.

"The 10 days extra-hot weather had a terrible effect on sales. Sales dropped every day during that stretch of unseasonable temperatures and picked up to normal when temperatures dropped to normal."

## Slight Increase in Prices

"Our dollar volume is just about exactly the same as it was a year ago," reports Vernon Marshall, Marshall Nurseries, Arlington, Neb., "with probably a somewhat lesser amount of nursery stock being shipped, since there were slight increases in prices in a few items. Labor costs are up slightly, as are costs of materials and shipping, so that we believe there will be somewhat less profit showing.

"The demand was good, but we were short on sales personnel to follow up all of the inquiries or to work all of the territory; more business could have been booked had we had a few more salesmen.

"Our shipping and planting season

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American Plum Seedlings  
Angers Rooted Quince Cuttings  
English Privet Cuttings

John Holmason & Sons, Props.

was more nearly normal than it had been for some two or three years, with a result that our shipping season did not extend so late into the month of May. We were thus able to get our field plantings into the ground more nearly in season. A year ago, we still had considerable planting to do in early June because of the extremely cold and wet weather throughout the spring season.

"All in all, we consider it a favorable season, and, with crop prospects over most of our territory looking better than in years, we see no reason why we should not have another good selling season."

### Fluctuating Labor Supply

H. S. Reid, reporting for Holm & Olson, Inc., St. Paul, Minn., states the season opened a week or 10 days earlier in 1952 than was the case in 1951. "The season started with ample labor supply," continues Mr. Reid, "but three weeks later there was a shortage. Later on, the crews built up to normal. During the last part of April we had six to eight days of unusually hot weather with temperatures of from 90 to 92 degrees. This did not help our business. We were caught with materials not dug, burnt evergreens in the field and in the trenches. Our customers were trying to force immediate planting that was impossible."

"Weather conditions then changed; our materials were out in leaf, and a considerable loss was incurred in evergreens. We were well-stocked with storage trees and shrubs; so we could carry on satisfactorily except in the case of evergreens."

### Tremendous Business

"All in all we did a tremendous business this spring," reports Scott Wilmore, W. W. Wilmore Nurseries, Denver, Colo. "In fact, we are trying to wind up two or three large contracts. We had little if any price resistance this spring, and our problems were mostly in not being able to have our stock delivered to us at the time we needed it the most. As a result, we lost considerable business we could have booked and delivered."

"The rains in the midwest made it impossible to ball evergreens for a prolonged 3 to 4-week period. This was a great handicap not only to us but also to nurserymen in other areas who purchase stock from the same sources. When the weather finally did break, we had more stock arriving than we could properly handle. In other words, they all shipped at the same time once the weather did break, and we were literally swamped

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in unloading, delivering and planting evergreens for the balance of the planting season. The fact that we did not get our evergreens when we needed them the most and the loss of certain sales caused by this fact now make it necessary to line out too many of these evergreens for salvage that otherwise could have been sold.

"The demand for ornamental shrubs and shade trees was greater this year, we believe, than at any other time in our experience, and these were cleaned up remarkably well. All in all, we enjoyed a prosperous season, but, as is customary with nurserymen, we earned it the hard way. Fortunately, our help situation was considerably improved this year, but wages were considerably higher."

#### Pacific Northwest Reports

The season at Tacoma, Wash., has been good, reports R. R. Williams, of Puget Sound Nursery & Garden Shop. Mr. Williams states that the weather permitted a continuous planting season right through the winter.

"Demand for hedge material and for low-growing plants continues," reports Mr. Williams, "with less demand for tall, upright plants because of the newer-type architecture. The labor situation remains unchanged. An increasing number of customers, who are buying homes and are ignorant of plants and planting, demand a great deal of attention and education. There does not seem to be any way of getting information to them except by personal direction, especially concerning lawns!"

"Our season opened early with a flurry of activity," states John B. Strander, Strander Nurseries, Seattle, Wash. "About midseason there seemed to be a general slump, with a strong windup in sight. The overall total will surpass last year's volume in dollar income. Demand for large-size material was stronger than ever. The supply of the material was short and was exhausted in many of the popular varieties. Next year will be worse than this year from the standpoint of availability of stock of any size."

H. H. CHAMBERLAIN, for the past several years superintendent of the division of plant industry, Illinois department of agriculture, resigned that post effective June 15.

JAMES G. HORSFALL, director of the Connecticut agricultural experiment station, New Haven, was recently elected a fellow of the American Academy of Arts and Sciences.

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Avery H. Steinmetz  
Paul E. Van Allen

PORTLAND 14, OREGON

We are now booking orders for Season 1952-53. Our new catalog probably will not be ready until September 1, but we would suggest that inquiries be sent AT THE EARLIEST POSSIBLE DATE.

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Field-grown, 2-yr.	26	24
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Juniperus hibernica, 2½-in. pot	15.00
Taxus cuspidata, 2½-in. pot	22.50
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*Lonicera halliana japonica*  
Heavy 2, 3 and 4 yrs. No. 1 field plants,  
2 to 4 leads, 18 to 24 ins., carefully graded,  
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10,000 Pink Dogwood, 6 to 12 ins., 12 to 18  
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*Mahonia aquifolium*  
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Turn Stock into Dollars  
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expedient and seeks a position with ad-  
vancement possibilities with a reputable,  
progressive, stable wholesale nursery,  
large or small. Is intelligent, capable  
and personable as well as ambitious,  
persevering and accustomed to hard  
work and long hours. Has 10 years' ex-  
perience in general management includ-  
ing office and personnel management,  
advertising, sales, shipping and plant  
propagation. Available Sept. 1. Kindly  
address correspondence to Box 873, care  
of American Nurseryman.

### SITUATION WANTED

Graduate forester with experience in  
field supervision, office and personnel  
management and general business ad-  
ministration requires position offering  
general nursery employment in the  
northwestern United States. Address Box  
879, care of American Nurseryman.

### HELP WANTED

3 experienced nurserymen to take  
charge of shipping departments. A po-  
sition of responsibility with comparable  
salary and the assurance of a secure  
future! Housing facilities available.  
**THE WAYSIDE GARDENS CO.**  
Mentor, Ohio

### HELP WANTED

Landscape planting foreman wanted  
for general all-around purposes. Only  
men apply who want steady employ-  
ment by the year. Address all replies  
to Box 877, care of American Nursery-  
man.

### FOR SALE

Nursery and landscape business in  
East Central Iowa. 20 acres, tools, 2  
houses, approximately 3000 jar yews,  
camellias, pitters, glaucas, Dundee's and  
other shrubs, trees and perennials. Good  
volume. Owner Ill. Price \$20,000. Kindly  
address Box 878, care of American  
Nurseryman.

[TURN THE PAGE.]

## WANT ADS

Help and Situation Wanted and For Sale Advertisements.

**Display: \$3.50** per inch, each insertion.

**Lines: 30¢** line; minimum order **\$3.00**.



# FOR SALE

This modern garden center is located on one of the most traveled thoroughfares in Baltimore, Maryland, and is one of the finest in the United States. This business during the peak of the spring season was hitting \$5,000.00 per week. This is a golden opportunity for some enterprising buyer. The owner has decided to move to the west coast, which is his reason for selling.

**WOODBINE NURSERIES**  
Woodbine, Maryland

### FOR SALE

Retail nursery, drive-in, 1½ acres on main highway, 14 miles from downtown Los Angeles. Center of upper-bracket foothill suburbs. Present population about 100,000; 150,000 expected by 1955. Elevation 1600 feet, frost-free. Capable landscaper could treble present business. New part glass store building, ample lath, 2-bedroom dwelling. Inventory including largest selection of tubbed trees in southern California, about \$25,000. Good will invaluable, \$45,000 handles. Owner: Wallace Fish, FOOTHILLS NURSERY, Foothill & Briggs, La Crescenta, Calif.

### FOR SALE

A flourishing 24-acre nursery; all acreage filled to capacity with choice medium-size salable growing trees, shrubs and evergreens. About 15 miles west of Chicago.

Illness in family makes this sale necessary.

**JOHN HARVEY NURSERIES**  
Lake Street and Mill Road,  
Addison, Illinois  
Phone: Elmhurst 4997

### FOR SALE

Four-acre nursery in Westchester Co., 20 miles from New York City. Well-established, beautiful stock, ready for landscaping; will sell at cost. Will lease or sell grounds, masonry barn 25x25, small greenhouse and propagating house—with or without new seven-room two-bath home. Wish to retire. Address all correspondence to Box 876, care of American Nurseryman.

### FOR SALE

Only nursery in the capital city, established 1939. Five-room modern home and garage centrally located in Carson City. Two artesian wells. Stocked with trees, shrubs and plants. Complete with tools and equipment, only \$9,750. Terms if desired, CARSON CITY NURSERY, Carson City, Nevada.

### FOR SALE

32-acre nursery — beautiful 4-room furnished home—over 1000 feet of lake frontage with clearing for 20 cabins. Bids respectfully requested. Write for circular.

E. R. RICK, Box 155, Wilmette, Illinois.

### FOR SALE

Nursery lot with seed store, in city of 165,000. Well-located on main street. Inventory and fixtures will run about \$15,000. Lease available on lot 100 x 300 feet. Complete outright sale, or might consider active partner.

MELLINGER SEED CO.  
622 Market St. Youngstown 2, Ohio

### FOR SALE

Nursery near famous Laguna Beach, Calif. Price \$3,500, plus stock. Good terms. Fine selected stock. All equipment and buildings. Well-established location. Enjoy making money!

1526 Wilshire Blvd.,  
Los Angeles 17, Calif.



## CHOOSING THE SITE

(Continued from page 11)

cellent for this purpose, and plantings made now will make a first-class windbreak in 10 years or less. But if natural protection is available, that is both best and least expensive.

Protection of this kind is particularly valuable in conserving heat. It is not so much the intense, still cold, but rather the cold chilling winds which blow through every crack and crevice of the house which take away the heat and run up coal or oil bills.

## Impossible to Stop Wind

One point of warning here in regard to wind. It is virtually impossible to stop wind. You can deflect it, change its course for a time, but to stop it completely is impossible. When considering protection from wind, particularly from the point of view of planting a wind belt, it is wise not to attempt to do anything more than filter the wind. A broad belt of trees or shrubs will do this admirably, reducing the velocity of the wind, calming it down and tempering its effect both upon your plants and your greenhouses. It is possible so to arrange such shelterbelts as to create an oasis of relatively still air, when a full gale may be raging outside.

Height above sea level should also be considered in this question of aspect, for it will certainly affect the climate, particularly in the winter. The higher the elevation above sea level, the more severe can the weather be during the winter. Finally, closeness to the sea or any large mass of water will tend to temper and level off great extremes of temperature. It is well known how much more temperate is the climate within 10 miles of the seacoast, and this is due to the fact that water absorbs heat from the sun during the summer, thus cooling the hot days and releasing this heat slowly through the winter. But it is not so well understood that any fairly large spread of water will do much the same. One has only to see how a flourishing, growing industry has developed in Ohio, Pennsylvania and New York, along the shore of Lake Erie, to see how this principle works in practice. So much for the more important items which come under the general term "aspect."

## Soil

We have not considered the question of soil, and it is high time that we did. The soil, after all, is the medium in which all our plants must grow, but I placed aspect first on the list because no amount of good

LET THIS ATTRACTIVE DISPLAY SELL  
BARTLETT TREE PAINT FOR YOU

Half Pint, 40c; Pint, 60c; Quart, \$1.25; Gallon, \$2.25; 5-Gallon Drum, \$8.25.

Bartlett Tree Paint is nationally advertised in leading forestry and horticultural magazines. Easily applied with ordinary paintbrush, retains its liquid consistency under freezing temperatures, contains ingredients only helpful to healing of tree wounds and will not crack or blister.



1 Gallon

Metal rack, as illustrated, complete with 6 half pints, 5 pints and 4 quarts, costs you only \$6.75. F.O.B. Detroit, with 50c freight allowance. Retail value, \$10.40. Refills at wholesale in case lots. Here is a fast-moving specialty which sells to State Highway Department, City and County Parks, Cemeteries, Tree Experts and Fruit Growers. Every tree owner is a prospect.

Also put up in 1-gallon cans, 5-gallon drums and 30 and 50-gallon drums.

Write for Catalog No. 32 Illustrating a Complete Line of Tree Trimming Equipment.

**BARTLETT MFG. CO., DETROIT 2, MICH.**

**BOX 58, 3003 EAST GRAND BLVD.**



FOR ACID SOIL PLANTS.

**RELIANCE**  
*Azalea and Camellia*  
**SPECIAL**

Already famous for use on *Azaleas and Camellias*—Fast becoming the leading plant-food for use on *Magnolias, Hollies, Gardenias, Rhododendrons, Kalmia, Tea Olives, Blueberries, Tuberous Begonias, Fuchsias, etc.*

Cultural Booklet—*Azaleas and Camellias*—will be sent upon request.

**The RELIANCE FERTILIZER CO.**  
**SAVANNAH, GEORGIA**

**SEE  
IT  
at the  
DETROIT  
convention**

**With PREMIER—it's**

**easy  
to  
PEP-UP  
your soil**



**BIG-VALUE  
BALES**



**1-Peck Plastic Bags    3-Peck Plastic Bags    2-Bushel Handy Cartons**  
**BAGS AND CARTONS FOR REPACKING**

**— the PROVEN Soil Conditioner**

**BOOTH  
23**

Year after year, nurserymen get the results they want by using Premier Peat Moss in seedbeds, liner beds, transplanting and mulching.

Premier is 97% organic—and it will absorb and retain more water and more nutrients than any other material.

You can depend on Premier for better results—in every way—in every season. And you can profit from Premier's established reputation among gardeners—it's a top re-sale item!

Write today for prices on Premier Canadian and European Peat Moss.

Premier Peat Moss Corp., 535 Fifth Avenue, New York 17, N. Y.

**PREMIER PEAT MOSS**

**No Experience Needed To  
PRINT YOUR OWN  
POST CARDS**

The GEM STENCIL DUPLICATOR saves money... gets results quickly! Hundreds of uses for every type of business and organization. We ship the GEM complete with all supplies, Guide Board for accurate printing and 60-page Book of Ideas at the special low price of only **\$8.50** (a \$15.00 value)

**FREE TRIAL OFFER**

Use the GEM FREE at our expense! SEND NO MONEY. Write and complete GEM outfit will be sent you postpaid. After ten days, send us only **\$8.50** or return the GEM. You must be satisfied! WRITE TODAY.

**BOND EQUIPMENT CO. Dept. 22**  
6633 Enright • St Louis 5, Mo.

**SALEM FERTILIZER  
SPREADERS**

**20-Inch Model  
Illustrated**



**RETAIL PRICE, \$11.50  
DEALER PRICE, \$8.05**

**The SALEM TOOL COMPANY**  
Makers of Famous Real-Root  
Salem, Ohio

- Our biggest selling model
- Steel construction
- Re-inforced hopper
- Spreading width—22 ins.
- Capacity of hopper—40 lbs.

soil can overcome an inherent fault due to poor land drainage or inadequacy in any of the other major points mentioned above. But, having checked these and found them in order, we should next consider the soil itself—what manner of soil is it, and how can it be expected to grow the crops we have in mind? You may say this can have little effect on propagation, yet, should the soil be extremely heavy or highly alkaline, then before it can be used for any of the normal propagation practices, costly and difficult operations would have to be carried out to tame it and make it into a fit and proper condition for the job in hand.

Soil condition is one of the most important factors in all aspects of plant growth, and it will be necessary for you as a skilled planter to know and understand just what particular soil condition each plant requires. It may well be that, as the stock develops, it will not be nearly so critical of the soil condition in which it finds itself, but in the young stage, when your plants are just advancing from the rooted cutting stage into liners, then exact control of soil condition is vitally important to their well-being. It follows therefore that a good, sound medium loam not extreme in any way will require less alteration in any direction to meet the particular requirements of a group of plants, with a consequent lessening in work and operating costs. Choose such a medium soil, a sassafras or gault loam, in good heart, which has been well-treated in the past. Such a soil cannot but grow good plants.

#### Government Soil Services

Here, once more, is where you should draw upon the government services which are freely available. Practically all the main growing areas in this country have now been mapped from the air by the soil conservation service, and all farms and fields are clearly shown on these maps. The different types of soil in each locality have in turn been plotted onto these maps so that it is possible for you to obtain exact and up-to-date information on the composition and growing power of the soil in the fields you have in mind. Alternatively, should you already have land under use, then this information is freely available about your particular piece of land, and an intelligent study of this information can help tremendously in deciding just what the land needs either to bring it back to a state of full fertility or to keep it there. Remember, good soil is capital just exactly as is

money in the bank. It can be used wisely, conserved and protected so that it brings in regular dividends without in any way disturbing the principal, or it can be wastefully used, dissipated in thoughtless "get rich quick" deals, which, while they may give high dividends for the moment, can only lead to eventual bankruptcy and ruin. I am sorry if this sounds like a sermon, but I must say that conservation of the land is a pet topic of mine, for it is true that the land, in real truth, does not belong to you. You have the use of it for the time being, and upon the condition of the land when you pass it on may depend the welfare and livelihood of your son or someone else's son, just as your well-being now depends upon how someone before you used the land. A good grower does not abuse his land. He uses it, helps it and, through it all, maintains the land in a high and vigorous state of fertility and fruitfulness, for the good grower has found that there is no future for him, his neighbor or his country in "raping" the land and moving on.

#### Other Considerations

May we assume that you have considered aspect, and now the soil itself. What else is there to look into? Next follow the more immediately practical details of accessibility of water supply, and availability of light, heat and power, for all will ultimately be needed. Accessibility is of importance, for it can have a direct bearing on production costs. Is the land a long way from the main highway, and if so, is there a good hard road up to the boundary? This will tie in with availability of light, heat and power. While it is possible to manufacture your own electricity, it is much less costly to buy it from the local utility company, and this should be borne in mind. But water, of course, is more important than all these, although it is difficult to raise water up to where you need it without power. That is why I have lumped these items together. But an adequate water supply is, of course, quite essential, as will clearly be seen as we develop various aspects of our propagation work later on. The water can be bought from the local water company, and, despite many opinions to the contrary, I have yet to see any harmful effects from quite heavy chlorination which is sometimes applied to water of this kind. It is preferable, of course, to have your own independent water supply if possible, either from a deep well, stream or cistern. Some form of pumping and storage will be necessary, and a deep well with a pressure

# "Soil Conditioners" give the **PROOF** of the value of **PREMIER PEAT MOSS**

## Premier Peat Moss versus Chemical "Soil Conditioners"

	<b>PREMIER PEAT MOSS</b>	<b>CHEMICAL "CONDITIONERS"</b>
1 Is it useful in giving clay soils better tilth?.....	Yes.....	Yes
2 Does it improve sandy soils?.....	Yes.....	No
3 Does it improve loam soils?.....	Yes.....	No
4 Does it improve muck soils?.....	No.....	No
5 Does it supply organic matter needed in all soils to maintain life (the micro-biological activity) characteristic of all productive soils?.....	Yes.....	No
6 Does it have great capacity to absorb and hold moisture, air and plant food needed to sustain plant growth?.....	Yes.....	No
7 Is it useful as a mulch?.....	Yes.....	No
8 Can it be used for packing, shipping and storing plants?.....	Yes.....	No
9 Will it prevent leaching of plant food (fertilizer) beyond the root area?.....	Yes.....	No
10 Has it proven its worth in practical application beyond laboratory or controlled experimentation?.....	Yes.....	No
11 Does it have to be worked into soil?.....	Yes.....	Yes

### Premier Peat Moss is needed now —and will always be needed

It's the *proven* soil conditioner. It is the least expensive, most effective, longest lasting, weed-free, highly absorbent, moisture retaining, organic matter that can be used for soil improvement and mulching purposes. Available in bales and small packages that suit every need. Send now for details.

**PREMIER PEAT MOSS CORP., 535 FIFTH AVE., NEW YORK 17, N.Y.**

## MAKE MORE MONEY TEST YOUR SOIL

Without any more work, you can greatly increase your yields the easy **SUDBURY Way!** Shows just how much nitrogen, phosphate and potash to use for every bench and field to get the most fancies, biggest crops and top market prices. Also tells whether lime is needed (pH) and how much.

### No Knowledge of Chemistry Needed

It's as easy as reading a thermometer! Test as often as you want—no waiting for reports! You get the right answer from the soil itself!

The **SUDBURY Soil Test Kit** cuts fertilizer costs as well as giving you bigger yields—avoids wasting expensive nitrogen or potash by keeping soil in balance. Prevents over-dosing, or making soil toxic. Lifetime steel chest.

All season long, know how much plant food is in the soil—how much to add for biggest crops. Takes 10 minutes, costs less than 10¢ a test.

**LET IT PAY FOR ITSELF!** Send No Money—pay only **\$4.95** plus postage on delivery, then 4 monthly payments of \$6.75 each.

**Better Crops Guarantee** If your Soil Test Kit doesn't pay for itself many times within a year, return for full refund. **Order Today!** Over 300,000 **Sudbury Soil Test Kits** Now in Use.

**SUDBURY LABORATORY, Box 267, So. Sudbury, Mass.**  
Dealers: Write for Special Offer

## COMPOST— AS YOU LIKE IT



Now, with two wheels and one-piece, tubular handle bar, this improved, self-powered grinder can be moved twice as easy. Mixes and screens soil, compost and other fertilizers fine enough for seedling flats and pots. Grinds leaves, stalks and other tough organic matter into ideal mulch or compost material. Separates trash from wanted materials. Easy to change from screens to rollers. Motor optional, gas or electric. **SEND FOR CIRCULAR.**

### W-W GRINDER CORP.

DEPT. F

WICHITA, KANSAS

## HEDGE MOWER

Fastest Hand-operated Hedge Mower made. Cuts 14 inches wide in a continuous mowing action. Two-way action blade. Just like a tractor mowing bar.

Only **\$9.95** postpaid.

**CHANDLER CO.**  
AYER, MASS.

### NOW IS THE TIME TO ORDER GEYCO® PLASTIC LABELS and MARKERS

POT, \$9.25 per 1000 • WIRE, \$11.45 per 1000

Send for Samples and Low Prices

**GEY BAND & TAG CO.**

Box 363-A, Norristown, Pa., Phone: 8-9270

storage tank is excellent, for it can supply all your needs for irrigation, watering in the greenhouses and humidification as required.

### Is Water Supply Adequate?

The manner in which the water is tapped is, however, not our concern at this moment, except as it may require power. The first question to decide is, Is there an adequate supply of water to meet any emergency such as a prolonged drought? and second, Is the water suitable for use on the plants I wish to grow? Now, not many people give much thought to the question of water. Water is just water, and, if it comes out of the ground, then it must be all right. But this is not always so. For instance, perhaps you are interested in growing rhododendrons or azaleas or other ericaceous material, which requires an acid soil condition. Your surface soil may be acid, or perhaps you have made it so, but the water that you are drawing from 30, 40 or perhaps 100 feet down can quite easily be highly alkaline. Even if it is not, it may not be so acid as your soil and as your plants require, so that with continual application of the water to your stock in open ground beds, the degree of acidity is slowly altered until your plants find themselves in a most uncongenial growing medium. It is important, therefore, to check the water for purity and for acidity. Acidity in horticulture and agriculture is recorded on what is known as the pH scale, running from 1 to 14. Soil with a pH of 7—just halfway along the scale—is considered to be neutral, neither acid nor alkaline. Soil which tests above 7 is considered an alkaline soil, while that below 7 is an acid soil. The farther away from the central point of 7 one may go, the higher the alkalinity or acidity, as the case may be. Most water will probably test at about 5.5 to 6.5, which is slightly on the acid side, and water within this range will be suitable for almost all types of growing plants.

So much then for choosing a site. All points are important, but none so important that lack of the ideal conditions cannot be overcome by ingenuity and skill on the part of the grower. What should be avoided is a combination of circumstances where most of the points mentioned are not met, for such a combination will be heartbreaking and costly. There is no such thing as a perfect site for a nursery or a greenhouse, and one must be prepared to accept and to deal with some inadequacies. It is only prudent, however, to try to keep them at the minimum.

## HYPONEX PLANT FOOD

Grows Better Plants Faster  
In SOIL, SAND or WATER

**SELL HYPONEX** for extra profit. Nationally advertised. Millions are now buying it for house plants, garden flowers, vegetables, lawn...

**USE HYPONEX** for top dressing, seedlings, cuttings, transplanting and general feeding of plants. Produces sturdier stock in less time.

Retail Price	Dealer & Grower Cost
1-oz. pkt., 10¢—72 to cs. wt. 7 lbs.	\$ 4.80 case
3-oz. can 25¢—36 to cs. wt. 12 lbs.	\$ 6.00 case
7-oz. can 50¢—24 to cs. wt. 14 lbs.	\$ 8.00 case
1-lb. can \$ 1—12 to cs. wt. 16 lbs.	\$ 8.00 case
10-lb. drum \$ 8—individually packed	\$ 5.55 each
25-lb. drum \$15—individually packed	\$10.00 each
50-lb. drum \$25—individually packed	\$16.67 each
100-lb. drum \$40—individually packed	\$26.67 each

1 lb. makes 1000 gallons liquid plant food.

If Your Jobber Cannot Supply You, Order Direct.

**HYDROPONIC CHEMICAL CO., Inc., Copley, Ohio, U.S.A.**

## GRAFT WAX

FOR GRAFTING AND  
WOUND FILLING

An adhesive, noncracking, nondrying wax with effective anti-mold agent.

Two 1-lb. tubes, **\$1.25** postpaid.

**KALAMAZOO PARAFFINE CO.**  
KALAMAZOO, MICH.

## NURSERY TAGS

Suitable for Labeling

Trees—Shrubs—Plants—  
etc.

Convenient—Economical

**PREMIER SOUTHERN TICKET CO., Inc.**  
1623-31 Dana Ave. CINCINNATI 7, OHIO

## Big "RAINBOW" Sprinkler



Sprinkles areas of 2500 square feet or more without having to be moved. Has 17 nozzles. Oscillates. Waters evenly. Adjustable for different size areas. Does the work of three or four ordinary sprinklers. Price only \$45. Money-back guarantee. Immediate shipment.

**WHITESHOWERS, INC.**  
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Complete Overhead Irrigation

## A. M. LEONARD & SON PIQUA, OHIO

Knives - Shears - Pruning Tools  
Nursery Spades-Grafting Supplies  
WRITE FOR CATALOG





## there's money in "extra" cash'n'carry sales

FALL AND SPRING-BLOOMING PERENNIALS IN CLOVERSET POTS\* STRETCH YOUR SELLING SEASON

Low-expense plants can be high-profit items when you offer seasonal perennials in bloom! Better order a supply of Cloverset Pots now, and build up your cash-and-carry sales.

PRICE LIST F.O.B. KANSAS CITY, MO.

Pot...  
CHRYSA nth e m u m s  
P E O N I E S  
B L E E D I N G H E A R T  
C A M E L L I A S  
G A R D E N I A S  
P H L O X  
L I L I E S  
A Z A L E A S  
E T C.

TYPE	Height	Top Diam.	Nearest Clay Pot	Approx. Weight	PRICE		
<b>SPECIAL LIGHT</b>	(Packed 200 in carton)			Per 200	Per 200	Per 1000	
No. 0	5 1/2 ins.	5 ins.	6 ins.	25 lbs.	\$5.50	\$25.00	
No. 1	6 1/2 ins.	6 ins.	7 ins.	40 lbs.	7.50	35.00	
No. 2	9 1/2 ins.	7 ins.	8 ins.	60 lbs.	8.50	40.00	
<b>STANDARD HEAVY</b>	(Packed 100 in carton; 300 or more at 1000 price)			Per 100	Per 100	Per 1000	
No. 0	5 1/2 ins.	5 ins.	6 ins.	30 lbs.	\$3.25	\$30.00	
No. 1	6 1/2 ins.	6 ins.	7 ins.	50 lbs.	4.50	42.50	
No. 2	9 1/2 ins.	7 ins.	8 ins.	74 lbs.	5.00	47.50	
No. 3	9 ins.	8 ins.	9 ins.	82 lbs.	5.50	52.50	
(Packed 25 in carton)				Per 100	Per 25	Per 50	Per 75
No. 4	13 ins.	12 ins.		130 lbs.	\$7.00	\$13.25	\$19.75
					Per 100	Per 1000	
					\$23.75	\$210.00	

Also available in other localities—  
write for name of your nearest distributor.

\*Pat. No. 2,973,885



### TEXAS SHORT COURSE

[Continued from page 12]

fertilizers that carry the same amount of nutrient materials. 2. Careful choice of materials to apply in liquid form can be made, which will keep the inert material added to the soil at a minimum. 3. They are easy to apply. 4. They are fast-acting. 5. They give an even distribution through the soil volume. 6. The labor and time required are lessened.

Dr. Dial F. Martin, of the department of entomology, then spoke on the subject of "Newer Insecticides of Interest to Nurserymen."

The concluding lecture of the first day's session was presented by William Vitopil, graduate student and in charge of the department of care and maintenance of grounds at the huge Texas A. and M. campus. He described soil used in greenhouse propagation, potting and canning as a compost as it is a prepared soil. The prime characteristic of a good compost is a good physical condition. For this, it must possess a good crumbly structure, permit easy entrance of air and hold sufficient moisture but permit excess water to drain away. Other factors in a good compost include: Adequate and balanced food supply at all times, freedom from harmful organisms, accessibility of

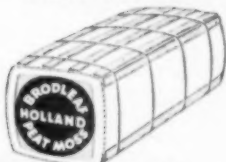
### "BRODLEAF" Imported HOLLAND PEAT MOSS

- ★ EXCELLENT QUALITY
- ★ HORTICULTURAL
- ★ STURDY BALES

Carlot Inquiries Invited...

**HALF MOON MFG. & TRADING CO., INC.**

90 WEST STREET — NEW YORK 6, N. Y. Telephone BArcley 7-8357



### IT COSTS NO MORE

(and in most instances less)

FOR OUR PACKING OF  
**Nursery Burlap  
Squares and Rolls**

Write for prices and samples

**L. ATKIN'S SONS**

P. O. Box 167 Rochester, N. Y.

### Clavey "cradle-type" TREE and SHRUB DIGGER

Slashes costs of digging and transplanting below half. 2 minutes to install on Ford or Ferguson tractor with Wesner W-2 loader.

Price: \$175.00.

Write for literature.

**ELMER CLAVEY, Inc.**  
HIGHLAND PARK, ILL.



Price:

\$1.50 each

### Build Your Own Irrigation System

Using the nozzle that gives adequate irrigation on low operating cost. Covers 40-foot circle on 15 lbs. pressure. Complete even coverage improves yields and quality of crops. Plan and instructions sent upon request.

**ITTNER BROS.**  
Box 2514 Minneapolis, Minn.

**TWINE  
ROPE  
BURLAP  
TWIST-EMS**

One of the World's Largest  
Stocks of Twines and Rope

**J. E. Fricke Co.**

40 N. Front St., Philadelphia 6, Pa.  
MILLS: HULMEVILLE, PA.

**the New "O-K" MOWER**  
CUTS . . . LAWNS, WEEDS,  
OR BRUSH

You will enjoy the effortless action  
of this powerful, self-propelled,  
LOW PRICED machine. Available,  
also, without power drive. At-  
tachments include Circular Saw,  
Generator and Snow Plow.

WRITE  
or  
PHONE  
for  
FREE  
CIRCULAR  
and  
DEMON-  
STRATION  
TODAY!



**J. A. Orr Company Inc.**

Dept. AN 10019 So. Western Ave.  
Chicago 43, Illinois

**BRUCO**  
**PEAT MOSS**

**TOP-QUALITY**  
European and Canadian

Full-pack bales in popular sizes  
**RIGHT PRICES • PROMPT SHIPMENTS**  
HORTICULTURAL and POULTRY Grades



Write or Wire for particulars

**BRUCO PEAT MOSS CORP.**  
11 W. 42nd St., New York 18, N. Y.

material, economical cost, uniform quality and a simple method of composting.

For compost used in seeding, Mr. Vitopil recommended:

Silty loam, 2 parts; peat, 1 part; sand or perlite, 1 part; superphosphate, 3-inch potful per wheelbarrow.

For potting compost to use in pots or canned stock:

Silty loam, 7 parts; peat, 3 parts; sand or perlite, 2 parts; superphosphate, 3-inch potful per wheelbarrow; 5-10-5 fertilizer, 3-inch potful per wheelbarrow.

**Discuss Landscaping**

The second day of the school was devoted almost entirely to landscape architecture and landscaping practices for the nurseryman.

Prof. Wallace M. Ruff, who appeared twice more during the day, took part in the program, speaking on "Where Should We Plant Shade Trees?" His talks and slides were enlightening as he discussed contemporary ideas reflecting his wide experience in landscaping in California. His experience and guidance are mirrored in the fine work being done by his landscape students as displayed in their exhibits. Professor Ruff stated that, in the planting of shade trees, nurserymen should not just plant a tree, but should guide their customers in considering all the factors relating to good design. Among factors to take into consideration are the 2-dimensional ground pattern, especially the existing conditions on the ground, and the 3-dimensional design forms, involving scale, form, texture, color, flowers, fruits and seeds of the tree. Shade trees are planted not only to provide shade but also to screen out objectionable views and to act as windbreaks. Shade trees to be planted in a certain area must do well in the area, must be free from disease and insect pests, must not have objectionable fruit or seeds and must not quickly grow out of scale in the planting. Factors to avoid in planting trees include planting in too confined areas, planting too close to buildings or too close together and planting in spotty arrangements, or as Professor Ruff called them, "salt and pepper" mixtures.

R. E. Odom, of the department of floriculture and landscape architecture, presented a timely talk on plants for porch boxes and interior planting boxes. Mr. Odom recommended the sale of box plants as a means of building up business volume during the so-called slack periods in the nursery trade. He stated that there is a

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The rest of the second day was devoted to a discussion of fruit and nut tree varieties for Texas. The pecan was considered both as a commercial crop and as a shade and ornamental tree. The tree is the subject of increasing demand for landscaping in Texas in areas where pecans are successfully grown.

O. S. Gray, Jr., of the O. S. Gray Nursery, Arlington, who was chairman for the second day of the course, introduced his father, O. S. Gray, Sr., for an informative talk on the growing and planting of pecans. Mr. Gray is one of the early pecan growers in Texas and is well-informed on this subject. He outlined the proper growing of pecans as a nursery crop and illustrated by blackboard sketches the proper techniques in planting pecans as ornamental trees.

Prof. Fred Brison, head of the department of horticulture, followed with a talk on pecans. Professor Brison has been working with pecans at the college experiment station for the past 25 years and is considered the leading authority in Texas on the pecan. He stated that new varieties are being constantly tested, but that

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it takes at least 15 years of research and study before a pecan can be put on the market for public consumption. For the present, he recommended, for landscaping and home grounds planting in Texas, only six varieties of papershell pecans—namely, Success, Desirable, Moore, Stuart, Western Schley and Mahan.

Tom Denman followed with a discussion on peach varieties recommended for Texas. He stated that the era of cheap canning peaches was past, and at present there is an unusual demand for high-quality fruit for the three main purposes of deserts, quick freezing and canning.

Some of the early-ripening varieties recommended by Mr. Denman as most promising in the Texas peach-growing sections are Cardinal, Dixigem, Golden Jubilee, Ranger, Triogem, Fairhaven, Burbank, July Elberta, Halehaven and Sullivan Early Elberta. Five other varieties from southern Georgia are being tested and show promise; these are still unnamed.

### Plant Materials for Texas

The entire morning of the third day was spent in continuation of the landscaping theme of the short course. The subject of plant materials for Texas was thoroughly covered by six panel speakers representing the six commonly accepted plant regions of the state. Discussions on plant materials for landscape use were held by the following nurserymen representing the various regions:

For west Texas, Don King, Lubbock; for the Gulf coast, Durwood Thompson, Corpus Christi; for the Houston area, Ralph Ellis Gunn, Houston; for north Texas, Mrs. John Sarver, Dallas; for east Texas, Ray Breedlove, Tyler; for the Rio Grande valley, George Fletcher, Harlingen.

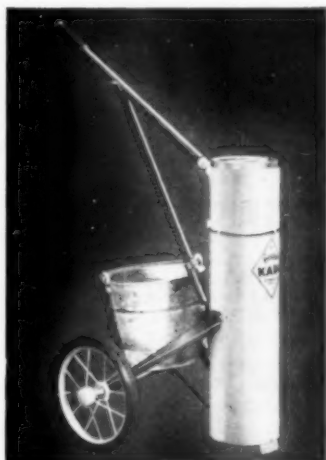
Both Ralph Gunn and Durwood Thompson presented their subjects with the aid of colored slides of plants and landscape plantings of their regions. Ray Breedlove presented a detailed list of plants commonly seen in east Texas plantings, compiled with the assistance of George Fisher.

Mrs. John Sarver, who was presenting the talk for her husband in his absence, made some stimulating remarks on the subject of treating garbage with bacteria to convert it to compost material to be used as a crop and garden fertilizer. She urged every nurseryman present seriously to consider this matter and to read the article in the May 31 issue of Collier's magazine on "The City with Golden Garbage," which is concerned with the garbage treatment plan of the city of Oakland,



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Calif. Mr. Sarver was at Oakland at the time of the short course, looking into this matter.

The concluding feature of the course was a field demonstration conducted by the staff at the college nursery and experimental turf plots. At the nursery, several different types of soil-sterilizing equipment and newer developments in landscape and planting machines were demonstrated. At the experimental turf plots, many newer types of Bermuda, zoysia, centipede and St. Augustine grasses were shown. The nurserymen were impressed by the magnitude of the exacting research effort being made in these grass tests.

During the evening of the first day of the short course there was a meeting of the executive committee of the Texas Association of Nurserymen, where final plans were formulated for the association's annual convention to be held August 25, 26 and 27 at the Adolphus hotel, Dallas. Merchandising will be the theme of the convention, and on the roster of important speakers will be two well-known to the trade for their ability in the field of merchandising—namely, William L. Smart, of the D. Hill Nursery Co., Dundee, Ill., and Kenneth E. Haysler, of the Cloverset Flower Farm, Kansas City, Mo.

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## FLORIDA PROGRAM

[Continued from page 13]

park and now contains six major parks covering 3,520 acres in all. Each has a resident superintendent. Natural beauty is preserved wherever possible, and native stock grown in the county nursery is mostly used, said A. D. Barnes, director of the park system. The county nursery was started in 1929 because the local commercial nurseries could not supply the desired materials. Twenty-six species are propagated, and proving grounds are maintained where the public may obtain recommendations on which shrubs, shade trees and flowering trees to plant.

## Better Nursery Practices

In a talk entitled "Improved Nursery Practices," pointers on how to reduce the cost of production were given by Dr. E. W. McElwee, research associate professor of horticulture, North Carolina State College. He first described some reasons for poor returns from propagation, such as leaving too few leaves on cuttings, which reduces the plants' ability to produce better root systems; sticking the cuttings too deep in the planting media, which reduces speed and amount of rooting; recutting and stripping leaves when easy-to-root plants only need to have cuttings broken off in the field; using the wrong planting media; overwatering; permitting poor aeration, and failing to sterilize the soil, which should be treated with steam at 160 to 180 degrees Fahrenheit for at least 30 minutes with a covering over the whole bench, sides as well as the top. He suggested cheaper methods of propagation, such as field propagation of many southern items, like junipers, spiraeas and vitex, and seed propagation of plants when truiness to color is not necessary.

More nurserymen should make stronger efforts to maintain their soil. High temperatures and rainfall break

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organic matter from the soil. Digging B&B stock takes out twice the percentage of fertility from the soil that a cover crop can return to it in a year. Dr. McElwee advised getting the necessary nitrogen out of a sack and using a cover crop to hold it and other elements in the soil. Nursery land should be kept in a cover crop 30 to 50 per cent of the time, and, with many nursery plants, a companion cover crop may be planted between the rows. He recommended clover for cover crops, as 30 per cent of its growth is in the root system, while for rye it is only 5 per cent. Some of the new blue-grasses, such as Kentucky 31, are good, too. Nurserymen should not follow cover crop systems as set up for farm land; it is better to plow under the cover crop on nursery land as near maturity as possible.

#### Too Much Fertilizer at One Time

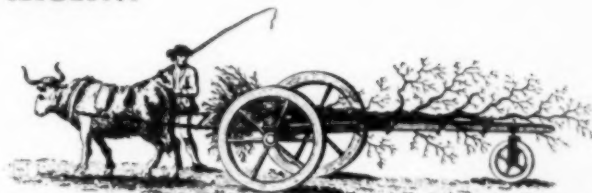
Most nurserymen in the south apply too much fertilizer at one time for the climate, said Dr. McElwee. Four applications, with the last just before the plants go dormant, are better than one big dose, for they result in more uniform growth and shape. For seedlings and on transplanted beds he suggested using an organic source of nitrogen at the rate of 20 to 30 pounds to 1,000 square feet, or 10 to 15 pounds of a low-nitrogen fertilizer, such as 4-12-4. A 10-6-4 formula is good for lining-out stock. When water-soluble fertilizers are used, two pounds to 100 gallons of water can be used of low grades, with three pounds about as high as it is advisable to go on concentrated material without burning the plants. In the use of water-soluble fertilizers, it is advisable to keep a check on what is happening in the soil by frequent soil tests.

Among other nursery practices which need to be improved are putting plants on the proper type of soil, setting them in blocks for easy digging and inventory, handling of stock from the nursery to the consumer and fuller use of irrigation.

#### Consider the Consumer

After the joint session with the florists Tuesday morning, the nursery group again convened to hear another talk by Dr. McElwee, this one entitled "Consider the Consumer." There is a need to educate the consumer to a knowledge of plants and their proper use. The retail and landscape nursery can do more in this regard by having a good display or garden area as well as a satisfactory sales area. In this display ground could be permanent plantings show-

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Nurserymen should not refer to themselves as bush salesmen or bush peddlers; it belittles the industry in the public's eye.

Many nurserymen are slow about delivery and billing. Prompt payment cannot be expected if invoices are not rendered on time. Accounts should be itemized as far as possible, and it is a good idea to post prominently at the nursery the standard charges for various jobs.

### Foliage Plants

Turning to another subject, Dr. McElwee gave a talk on "Foliage Plants as a Horticulturist Sees Them." There are two phases of the foliage plant business—growing the smaller plants for retailing and growing the larger plants for landscaping and interior decorating. The latter offers increased business, for many architects now incorporate in their plans for stores, restaurants, offices, homes, etc., both interior and exterior planter boxes and planting areas.

The plants should be potted in moist soil, with no watering until new roots are formed. A light soil, such as one part soil, one part sand and one part peat or leaf mold, reduces stem rot and slow starvation. Too often, foliage plants are not given proper care after they are received from the grower and are permitted to burn or rot, even by the florist.

Dr. McElwee compared the 75 to 125 days required for propagation



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in the frame to make 2½-inch pots to the 42 days in the greenhouse plus the hardening-off period. Some growers harden off plants for indoor use by reducing the light to half and doubling the water. A fertilizer high in nitrogen, such as a 10-6-4 or a 2-1-1, is necessary for fast growth; so holding off on water and decreasing nitrogen will also harden off foliage plants.

There is an undue evidence of chlorosis on foliage plants, said Dr. McElwec. This may be caused by a deficiency of iron, calcium or magnesium, or it may be a result of poor aeration from too wet or too tight soil. If the plants are being fed nitrogen, a soil test should be given to determine if chlorosis is caused by a chemical deficiency. Iron sulphate is one of the cheapest and easiest remedies. It may be combined with the fertilizer if the latter does not have too much lime in it. Dr. McElwec believes aluminum sulphate, which contains 2 ppm free aluminum, detrimental to the soil, as it ties up the iron and some other elements and causes phosphate deficiency.

#### At Fairchild Garden

The afternoon was spent at the renowned Fairchild Tropical Garden, seven miles south of Miami. Before touring the grounds, the nurserymen heard a short talk by Harry N. Dunaway, horticulturist at the garden. The garden was started 14 years ago by Col. R. H. Montgomery and is named for the famed world plant explorer, David Fairchild, many of whose plant discoveries it contains. Concentrated plantings of tropical and semitropical plants are set between lawn areas on the 85-acre tract. Plants are arranged in related groups. Special collections include botanical species of orchids, particularly the lesser known kinds; foliage plants, and a herbarium collection of palm seeds.

Membership in the garden is open to persons interested in tropical and semitropical plants. It entitles them to receive a nontechnical monthly bulletin and to receive new plants for a small handling charge. Nurserymen may request graftwood, seeds and cuttings from the garden.

Botanical gardens give commercial horticulture a million dollars' worth of free publicity a week with subtle or indirect boosts, said Charles Pennock, president of Pennock Gardens, San Juan, Puerto Rico, and Perrine, Fla., in a talk on "The Relationship of Botanical Gardens and Commercial Horticulture." These nonprofit organizations increase the public's

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Francis A. Robinson, president, is a partner of Robinson & Parnham, member of American Association of Nurserymen; in active professional landscape practice for 41 years.

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desire for plants through their exhibitions and educational programs, which include free lectures, tours, radio and television broadcasts and literature. They offer excellent places for plant study and research as well as simply affording pleasure. Botanical gardens have sponsored several hundred plant expeditions to remote places of the world. Only one third of the world has been carefully explored for plants, another third has been partially explored and another third is virtually untouched.

### Charity Rose Ball

A pleasant cocktail hour and the president's reception were enjoyed in the Starlight room of the Biscayne Terrace hotel, from 6 to 7 p. m. Tuesday. The tables were decorated with bridal pieces made at the afternoon design school for florists.

From 9 p. m. to 1 a. m., everyone enjoyed the third annual rose ball, sponsored by the 109 members and associate members of the Florists' Association of Greater Miami for the benefit of the Variety Children's hospital. The event is open to the public, and the large Municipal Auditorium was filled. Local florists and growers donated the thousands of cut roses used for banking the stage, for table decorations and for bouquets for the queen and her attendants. The bouquets were auctioned off, and the highest bidder received both the bouquet and a dance with the pretty girl to whom it belonged. At the close of the evening, all decorations, from large upright plaques of roses and huge basketfuls down to centerpieces and garlands, were auctioned off.

### Exhibits

Most of the commercial exhibits were of florists' supplies. However, Grapeland Garden Nursery, Miami, had a booth to show some of its mango trees and other stock and also to introduce a new tool for lifting canned plants. Called the Kanhandal, it was developed by owner M. Dalkranian.

James Millen, Florida representative of McCormick & Co., Baltimore, Md., known to the trade as "Mr. Hy-gro," was on hand with a display of Hy-gro plant food and Red Arrow insect spray.

A large exhibit by Calvin Kinsman, Miami, showed some of the nursery equipment which he sells, such as can punch and shears, conveyor, flat wheelbarrow and fertilizer dispensers.

PLATT'S NURSERY, Waterloo, Ia., recently opened a patio department at the store.

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